FREIGHT TRAFFIC ISSUE

Loading the Dice With Men and Money—p. 58

December 22/29, 1958

RAILWAY AGE *weekly*

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↑ Shippers check performance more than you think—p. 13

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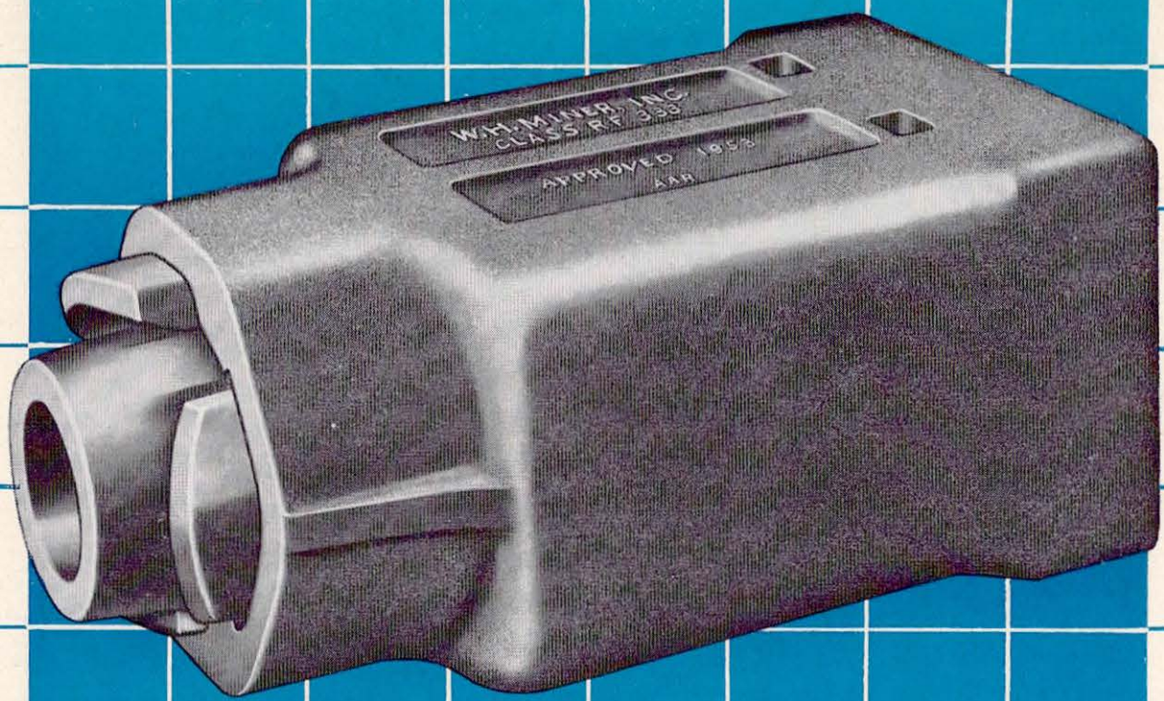

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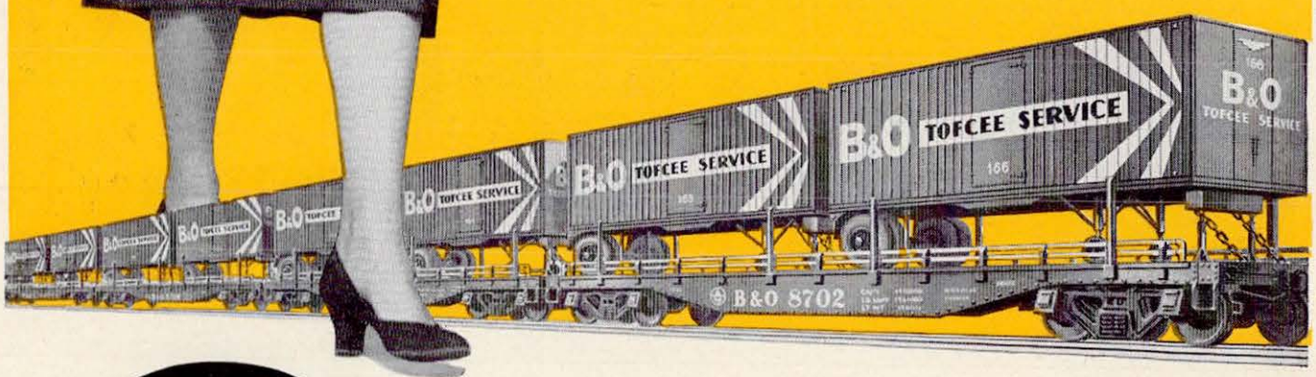

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RAILWAY AGE *weekly* December 22-29, 1958 • Vol. 145, No. 25

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Canada to 'subsidize' railroads ..... p. 9

The Canadian Cabinet has approved a system of short-term "subsidies" to the CNR and CPR. Estimated 1959 payments of $29,000,000 will have the effect of the government paying part of a recent wage increase.

Freights through Penn Station? p.10

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Shippers check carrier performance p.13

Some sort of scorecard on carrier service is kept by almost all shippers who responded to the Railway Age December Traffic Poll. And, the poll reveals, the scorecards are used as a basis for selecting carriers and routes.

Why Kaiser ships 78% by rail p.16

The steel company's freight payments to railroads in 1957 exceeded $34,600,000. Railroads last year handled more than 86,000 carloads of freight inbound to various Kaiser plants, and about 24,000 carloads outbound.

Automation speeds your freight p.24

The growing use of data communication equipment in car reporting systems means increased revenues for railroads. One great need, however, is for standardization of operating procedures and control signals so data may be automatically interchanged from railroad to railroad.

Memo From the Publisher

This is a two-in-one issue of Railway Age.

The Dec. 29 edition has been combined with the present issue, a holiday-season practice initiated three years ago. The next Railway Age will be Jan. 5, 1959.

Beginning with the January issues, all Simmons-Boardman railway publications will adopt the 8½ by 11¼ in. trim size recommended for all business publications by the National Industrial Advertisers Association.

Railway Age in recent years has measured 9 by 12 in. The change will result in an easier-to-hold, easier-to-read magazine. The magazine will continue to provide Time-Saver coverage for all phases of railroad activity for busy railroad readers.

Robert G. Lewis, Publisher

keep your shipments out of the "damage-zone" with

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Adjust panel to desired height and fold flaps back to expose straps and nailing holes.

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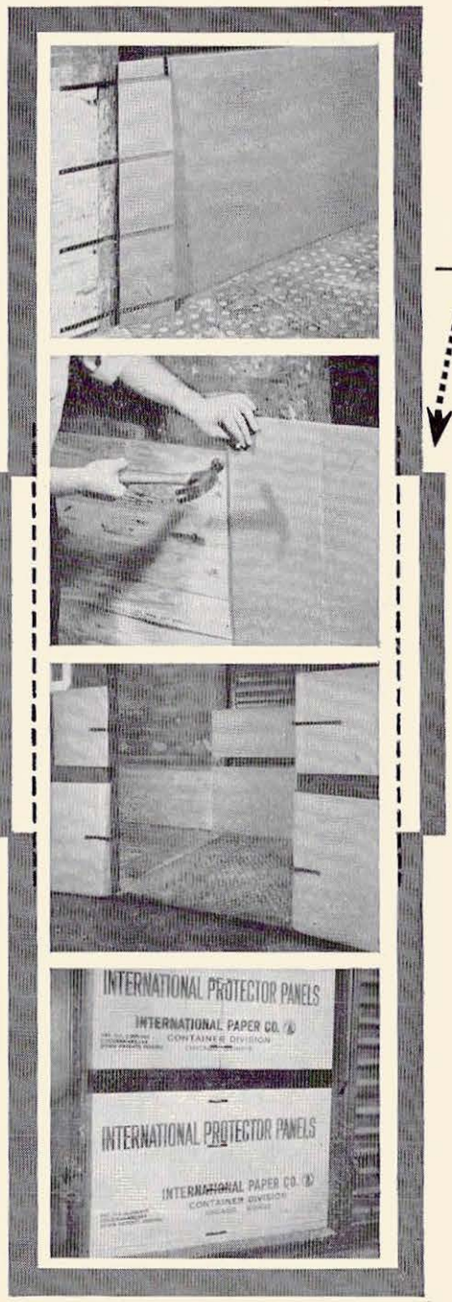

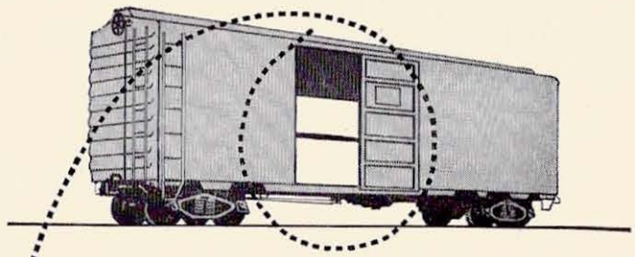

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your most dependable source of supply . . .

INTERNATIONAL PAPER
CONTAINER DIVISION NEW YORK 17, N. Y.

Week at a Glance CONT.

Current Statistics

Operating revenues, ten months	
1958	$7,915,861,843
1957	8,849,242,926
Operating expenses, ten months	
1958	6,264,212,714
1957	6,887,241,951
Taxes, ten months	
1958	795,205,668
1957	935,034,011
Net railway operating income, ten months	
1958	602,964,606
1957	799,405,232
Net income estimated ten months	
1958	450,000,000
1957	620,000,000
Average price 20 railroad stocks	
Dec. 16, 1958	104.97
Dec. 17, 1957	63.37
Carloadings revenue freight	
Forty-nine weeks, 1958	28,614,782
Forty-nine weeks, 1957	33,897,096
Average daily freight car surplus	
Wk. ended Dec. 13, 1958	34,431
Wk. ended Dec. 14, 1957	44,609
Average daily freight car shortage	
Wk. ended Dec. 13, 1958	490
Wk. ended Dec. 14, 1957	13
Freight cars on order	
December 1, 1958	27,962
December 1, 1957	59,194
Freight cars delivered	
Eleven months, 1958	38,058
Eleven months, 1957	92,891

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POSTMASTER—SEND FORM 3579 to EMMETT ST., BRISTOL, CONN.

How the Rock Island cut damage claims p.34

Twenty-eight of the road's conventional 50-ft box cars were converted to Waugh super-cushioned underframe construction. The cars have run up an excellent record of damage-free shipments of automotive plate glass.

PFE reefer means more profit p.39

Newest appliance designed to help railroads recapture frozen food traffic is Pullman-Standard's reefer version of its Compartmentizer load gates. First car equipped with the modernized device was a PFE mechanical reefer. Reports of its success indicate shippers will be demanding more of them.

High court curbs Frisco trucks p.53

The Supreme Court has upheld the ICC in tying Frisco truck operations to rail service along 284 route miles.

The Action Page—Loading the dice with men and money p.58

At no level of government is anything being done to promote the development, improvement and growth of railroad service. Government is in many ways acting to reduce railroad capacity and service. There's not likely to be a change in this policy until people in government are assigned to the job of changing it.

Short and Significant

An eastern investment group has bought . . .

a sizeable stock interest in the Milwaukee. Indications are that present management of the road doesn't view the new group's position as a commanding one—but some bid for representation on the board of directors is expected.

Orders for 6,295 freight cars . . .

were placed in November—the largest volume since April 1957, when 6,478 new cars were ordered. This was a sharp rise over October's 781 orders, and November 1957's 1,070. On Dec. 1, 27,962 freight cars were on order—up from 23,670 on order Nov. 1, but still far below the year-earlier backlog of 59,194.

C&O will get M&StL's two RDC's . . .

in a trade for 32 coal hoppers of 70-ton capacity. The RDC's have been used on M&StL's Minneapolis-Des Moines run, now the subject of abandonment hearings. C&O traded three coaches for Chicago & North Western's three RDC's last year.

New president of the Texas & Pacific . . .

is former Judge J. T. Suggs. Effective Jan. 1, he'll succeed W. G. Vollmer, who has headed T&P since May 16, 1945. Mr. Suggs, vice president and general counsel of the road, started law practice in 1929, served as judge of the 59th Texas judicial district from 1938 to 1944, when he joined the railroad.

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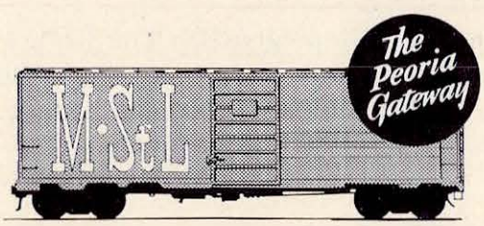

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Canada to 'Subsidize' Railroads

Cabinet approves "temporary" grant of $29,000,000 for 1959, for announced purpose of reducing impact of higher freight rates. Hidden effect is for government to pay part of recent wage increase.

► **The Story at a Glance: The Canadian Cabinet has approved a system of short-term "subsidies" to the Canadian National and the Canadian Pacific.**

Ostensible purpose of the subsidies is to compensate these two major Canadian railroads "for unprofitable services rendered in the public interest." Payments, however, will be conditioned on reduction in freight rates on goods shipped into and out of Canada's four Atlantic and four western provinces. Actual effect of the subsidies, therefore, is to reimburse the railroads in part for recent wage increases which, in turn, necessitated a 17 per cent rate increase authorized three weeks ago.

Payments for 1959 are estimated at about $29,000,000, on the basis that the government will meet about half the cost of the rate increase.

The Canadian government has taken a long step into what an Ottawa newspaperman has described as "the perilous waters of railway subsidies." The Cabinet, after an apparently sharp division within its own ranks, has agreed:

(1) To pay the Canadian National and Canadian Pacific an estimated $29,000,000 in 1959, on condition that they reduce freight rates to and from Canada's eastern and western provinces;

(2) To ask Parliament—which is expected to meet in mid-January—to deal with the matter quickly, so the subsidy program can be implemented as of Jan. 1; and

(3) To establish a "commission of experts" to consider a long-term solution to Canada's long-standing problem of inequities in its freight-rate structure. If this commission should fail to complete its work by Dec. 31, 1959, the subsidy program may be extended beyond that date.

Payments of $29,000,000 for 1959 are expected to cover about half the cost of the 17 per cent rate increase authorized three weeks ago as a direct offset to government-approved wage increases, effective Dec. 1, for Canada's 140,000 nonoperating railroad employees and anticipated increases for operating employees (RA, Dec. 8, p. 28).

The rate increase was opposed by eight provinces—Newfoundland, Nova Scotia, New Brunswick and Prince Edward Island in the east, and Manitoba, Saskatchewan, Alberta and British Columbia in the west. These eight provinces have long contended that the Canadian freight rate structure discriminates against them, by reason of distance, if nothing else.

They appealed unsuccessfully against the freight rate increase, suggesting to the government that it substitute subsidies instead. The government rejected this contention on the ground that such action would, in effect, subsidize the wage increase. Now, however, the government has apparently reversed itself, and accepted the eight-province argument that the "discrimination" alleged to be inherent in a horizontal freight rate increase should be reduced by a subsidy from the treasury.

Such subsidies for rail service are not entirely new in Canada. For some years the Ottawa government has been paying the CNR and the CPR a total of $7,000,000 per year to offset the cost of maintaining essential but largely unremunerative "bridge" trackage connecting eastern and western Canada north of the Great Lakes—between, roughly, Sudbury, Ont., on the CPR, and Capreol and Cochrane, on the CNR, and Fort William. The federal government has, likewise, been paying part of the cost of freight service to and from the four Atlantic provinces.

Tank Car 'Incentives' Proposed

"Incentive rates" for shipments in large size—or "jumbo"—tank cars have been placed for early hearing on the public docket of the Traffic Executive Association—Eastern Railroads.

The eastern lines propose, specifically, that all lading in a tank car above 10,000 gal be moved at a reduction of 30 per cent below the regular charge for the first 10,000 gal. If southern and western roads agree, these "incentive rates" would apply not only on traffic originating and terminating in the East, but also on traffic moving between the East and other territories.

The cost to the railroads of hauling 20,000 gal in one tank car is materially less than the cost of moving the same gallonage in two cars. The eastern roads' proposal would share this saving with shippers, to induce the latter to use the more economical equipment.

Between Bishop, Tex., and Garfield, N. J., for example, a shipper could save $527 per trip in freight charges, by using one 20,000-gal car instead of two 10,000-gal cars in hauling acetaldehyde. Assuming 10 trips per year, this would total more than $5,000 per car per year.

The proposed rates are an outgrowth of the work of the Traffic Executive Association's Research Committee, which indicates that such rates offer attractive advantages to railroads and shippers alike. The rates are designed primarily to induce more economical transportation by rail, rather than to meet competition. They would, however, save patrons up to 15 per cent as compared with present freight charges. This, the TEA concludes, "might be a decisive factor in some competitive areas."

Destination: Brazil

First of 30 1,200-hp General Electric universal-type diesels ordered this month by Brazil's Parana-Santa Catarina Railway (see p. 51) is loaded aboard the SS Loide Honduras in Brooklyn, N. Y. The locomotives were manufactured at GE's Locomotive & Car Equipment Department Plant, Erie, Pa. All are scheduled for shipment this month.

Freights Through Penn Station?

► **The Story at a Glance: The Pennsylvania is tentatively considering a plan for reducing terminal expenses and taxes by running freights through Hudson River tunnels and Manhattan's Penn Station to Sunnyside Yard, Long Island. To work, the plan would require non-rush hour passenger runs to terminate at Newark, N. J.**

PRR Vice President Ralph Champlin says drastic changes in operations in Penn Station, New York, are being considered as part of a major overhaul of operating patterns in the metropolitan district of New York and neighboring New Jersey cities.

Present operations restrict the two-track Hudson River tunnels and the four-track East River tunnels to passenger and head-end operations exclusively. Freight cars consigned to points east of the Hudson are routed into Harsimus Cove, Hudson County, New Jersey. There they are placed on barges for the river crossing.

Under the existing pattern, both passenger operations into Penn Station and freight operations in Hudson County pay exceedingly high taxes: $1,279,289 annually on land and improvements on Penn Station, for example. In addition, transshipment to barges or car ferries adds considerably to freight costs.

The plan being discussed—and Mr. Champlin emphasizes that matters are still in the discussion stage—attempts to cut costs for both freight and passenger operations simultaneously.

The target is taxes. The new plan would greatly reduce the physical plant needed for both operations. Much of the heavily taxed facilities at Harsimus Cove could presumably be abandoned, and some of the passenger facilities in Manhattan would be available for redevelopment, which would pay its own taxes.

For the operation, freight trains would be broken up into 15-car units at Morrisville Yard, near Trenton. These would be operated in non-stop service to Sunnyside during non-rush hour periods. All operations between Newark and Sunnyside would be freight movements during these hours.

During rush hours, through passenger trains and commuter service would continue operating from Penn Station, New York, just as they do now. A large number (exactly how many was not specified) of the 65 daily through trains are already scheduled to arrive and depart during rush hours. These trains, among them the Broadway Limited, would not be affected by the plan.

Rapid transit service between the PRR station, Newark, and Manhattan is available by Hudson & Manhattan Tubes. There are also possibilities of bus connections.

As Mr. Champlin described it, the proposed change would not permit simultaneous operation of freight and passenger service through the tunnels. Presumably the difficulty arises from the sharp grades in the tunnels. To avoid stalling a freight in the tunnel and blocking the line, it would probably be necessary to give the freight green blocks clear through the tunnels into Sunnyside. This would preclude passenger terminal operations in the track space available in Penn Station.

The Long Island, a PRR tenant, would not be affected, however, because it uses only the four-track East River tunnels.

Watching Washington *with Walter Taft*

• **THE EASTERN RAILROADS'** suspended tariff, calling for substantial reductions in rates on paint, came to a hearing before Examiner Lawrence B. Dunn on Dec. 18. Railroad witnesses presented statistics to support their contention that the rates would be compensatory and would attract sufficient new traffic to increase net earnings substantially. Shipper witnesses, also, supported the proposed rates—which are being protested by principal trucking associations in the East.

• **LABOR'S LEGISLATIVE PROGRAM** now calls for revision, which could mean repeal, of the 1958 Transportation Act's service-abandonment provisions. The program, as framed by the Railway Labor Executives' Association, also calls for amendment of the Accident Reports Act. And it includes the familiar proposals to liberalize the Railroad Retirement and Railroad Unemployment Insurance Acts and to give the ICC more power over railroad operating and maintenance practices.

ATTACK on the abandonment provisions will start as a drive to require more than 30-days notice of plans to drop interstate trains. However, RLEA Chairman G. E. Leighty says the labor leaders may come to advocating repeal of the provisions. He does think railroads should be compensated for losses on passenger services they are required to maintain, but he also says such losses are "grossly exaggerated."

THE ACCIDENT REPORTS ACT is in the program because the labor leaders decided that amendments are necessary to produce what they consider accurate figures on employee casualties. They have lost hope of getting them under present reporting requirements with which the ICC has been "fooling around."

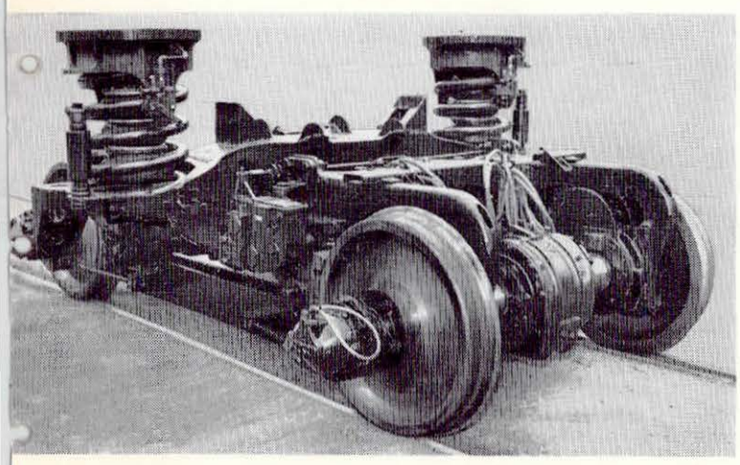
"MISMANAGEMENT" and "management's misdeeds" are words used by Mr. Leighty in arguments supporting the legislative program. They are echoed by RLEA's executive secretary, A. E. Lyon, as he restates labor's opposition to the railroads' call for more freedom to operate other modes of transportation. Says Mr. Lyon: "They are mismanaging their own business, so they shouldn't get into other lines."

MANAGEMENT'S REACTION to the RLEA program and charges is expressed by AAR President Daniel P. Loomis. "Name-calling and finger-pointing do nothing to contribute to solution of the grave problems confronting the industry," he says. He sees the labor leaders concerned primarily with maintenance of jobs "for uneconomic and unneeded services regardless of the harmful effect upon the railroads and the public."

"SELF-CENTERED" and "unrealistic" is what the AAR president calls this attitude. He charges that it was an important factor" in creating conditions which prompted Congress to intervene and pass the 1958 act. His advice to labor leaders "sincerely interested in promoting job security" is to cooperate with management in correcting inequities in public policy, "so that the industry might get on with the task of serving the people with maximum efficiency and economy."

Where railroad progress is cast in steel....

A new application in cast steel engineering for multiple-unit commuter cars . . . General Steel motor trucks of modern design provide extra riding comfort.



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December Traffic Poll

Shippers Keep Tabs on Carriers

Second installment of Poll survey shows that service records exert wide influence on choice of transport media and routes. Nearly all shippers keep records; notify carriers when they indicate poor performance.

Proposition

Major freight shippers are reportedly giving increased attention to maintenance of performance records by different forms of transportation and/or by different routes available within each form. This month's Poll is the second of two designed to develop information as to : (1) The extent to which such records are kept; and (2) the extent to which those records influence future choices of transportation media, carriers, routes, etc. This month's Poll covers only Part (2). Results of Part (1) were published in Railway Age Oct. 27.

If you maintain records of actual service performed by different routes or different media of transportation:

(1) Do these records influence your choice of media or routes?

Yes	**76**
No	**6**

(2) If so, how and to what extent? ....
.....**See accompanying article.**

(3) Do you notify the carrier at fault when your records indicate poor performance by it?

Yes	**77**
No	**3**
Generally	**3**

Almost all shippers who responded to this month's Traffic Poll say they keep some sort of record of carrier performance. And, also without important exceptions, they use those records as a basis for selecting carriers or routes.

This December Poll was the second of two designed to develop information as to the nature and extent of shipper records on carrier performance. The first, conducted in October (RA, Oct. 27, p. 17), dealt primarily with type of records kept. This second one relates principally to the use made of those records.

Combined results of the two surveys indicate that about 80 per cent of all shippers keep some sort of scorecard on carrier service. And nearly all of that 80 per cent use the information which it reveals.

In most cases, records are maintained on a highly regular basis. One company, for example, has its local traffic managers keep, and its general traffic manager review, "each and every shipment."[1] Another company, similarly, keeps records "almost totally."[2]

Their purpose is to insure use of "routes which provide the best service."[3] "If," as one man puts it, "these records did not influence our choice of routes, there would be no good reason to take the time to keep them up to date, as they serve hardly any other purpose."[4] Or, as another man reasonably asks, "what point is there in using carriers" which records show to be inferior, to have inadequate equipment, or poor routes?[5]

Many shippers use the information developed by their records as a basis for positive action. "Frequent recurrence" of poor service, one man writes, "removes the offender from our list of approved carriers."[6] Others add that "we will discontinue using a route which proves unreliable,"[7] or "discontinue using carriers with poor performance."[8] Another company

(Continued on page 28)

The Opinions Are Theirs

[1]R. A. BENTLEY, GTM, ...*National Tea Co., Chicago.*
[2]W. B. BEASLEY, TM, *Rose's 5-10-25¢ Stores, Henderson, N.C.*
[3]A. P. GOULD, TM, *Simonds Saw & Steel Co., Fitchburg, Mass.*
[4]R. D. HORNICK, TM, ...*Elder Mfg. Co., St. Louis.*
[5]E. A. EDDINGS, TM,
Strathmore Paper Co., West Springfield, Mass.
[6]R. C. WAEHNER, Gen. Mgr., Distribution,
Lever Bros., New York.
[7]W. E. TOALSON, TM, ...*Pure Gold, Inc., Redlands, Cal.*
[8]A. E. FARINA, GTM, ...*Baldwin-Hill Co., Trenton, N.J.*
[9]N. C. ZOLLAR, GTM, ...*Lincoln Electric Co., Cleveland.*
[10]E. H. TUTHILL, GTM, ...*Avon Products, Suffern, N. Y.*
[11]R. F. HUNTER, TM, ...*Keyes Fibre Co., Waterville, Me.*
[12]W. R. HOFER, TM, *Olympia Brewing Co., Olympia, Wash.*
[13]H. L. FRANCIS, TM,
Koppers Co. (Gas & Coke Div.), Kearney, N. J.
[14]H. R. CANDY, GTM, ..*Keasbey & Mattison Co., Ambler, Pa.*
[15]C. F. HATFIELD, TM, *Consolidated Fruit Co., Calgary, Alta.*
[16]L. H. BORMAN, TM, ..*Carson, Pirie, Scott & Co., Chicago.*
[17]A. G. MILLIGAN, TM, *Sperry & Hutchinson Co., New York.*
[18]F. J. BACHER, GTM, ..*Cluett, Peabody & Co., Troy, N. Y.*
[19]C. D. DUFFY, GTM, *Westinghouse Electric Corp., Pittsburgh.*
[20]E. J. DERENTHAL, GTM,
Radio Corp. of America, Camden, N. J.
[21]E. O. WOOD, TM, ...*Imperial Sugar Co., Sugar Land, Tex.*
[22]D. H. WETZEL, ATM,
American Encaustic Tiling Co., Lansdale, Pa.
[23]L. H. MARTIN, GTM,
Gould National Batteries, St. Paul, Minn.
[24]J. J. SHEEHAN, TM, ...*C. C. Moore & Co., San Francisco.*
[25]J. G. BRESLIN, TM,
California & Hawaiian Sugar Refining Corp., San Francisco.
[26]L. G. KRONAWITTER, TM,
Medusa Portland Cement Co., Cleveland.
[27]J. G. ROBISON, GTM,
Pennsalt Chemicals Corp., Philadelphia.
[28]C. D. FLOWERS, TM,
New Holland Machine Co., New Holland, Pa.
[29]W. H. KRECKMAN, TM,
American Envelope Co., West Carrollton, Ohio.

KAR-GO Bearings

whip hot boxes at a new, low cost

RUNNING longer trains on faster schedules means tougher-than-ever service for railroad equipment. And all it takes is one hot box to throw schedules out of whack—miss delivery dates—boost costs.

Why take a chance on a hot box that can cause you so many headaches when you can whip the problem with Allison KAR-GO Cartridge Bearings?

Expensive? Far from it—in fact, this is the lowest-cost complete solution to the hot-box problem.

Dependable? You bet! The KAR-GO Bearing is proved by millions of in-service railway miles and three years of rugged field testing.

Economical? Here's proof: An Allison KAR-GO Bearing will *pay for itself* in two years by reducing routine maintenance and service-failure costs.

No "gadgetized" journal brass bearing can begin to give you the rugged low-cost features of the full-round sleeve KAR-GO Cartridge Bearing—or the advantages you get with this sealed-in, low-maintenance unit. In fact, once you get your first set of KAR-GO Bearings, you'll find more of these bearings can be added to your new-car fleet through savings in hot-box elimination.

On your next conversion or freight-car build, it will pay you to go for KAR-GO—you'll get a bearing that ends hot boxes and cuts terminal inspection and oiling time, *a bearing you can really rely on.*

KAR-GO, ALLISON DIVISION OF GENERAL MOTORS
Indianapolis 6, Indiana

AAR APPROVED

for limited application in interchange service

Having complied with standardization details, AAR approval has been obtained for wider application to freight cars in general interchange service.

Keeps lubricant sealed in—dirt sealed out.

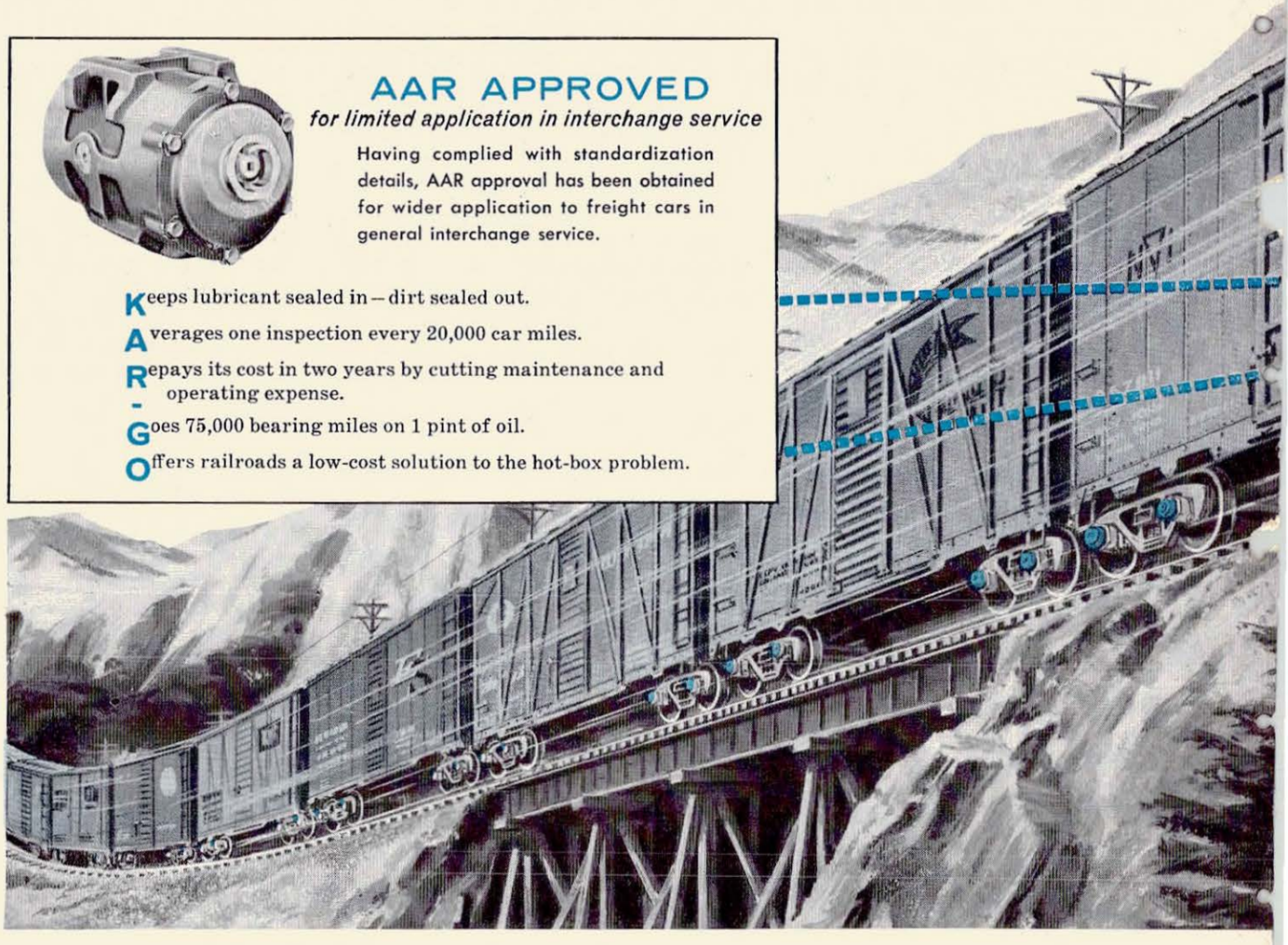
Averages one inspection every 20,000 car miles.

Repays its cost in two years by cutting maintenance and operating expense.

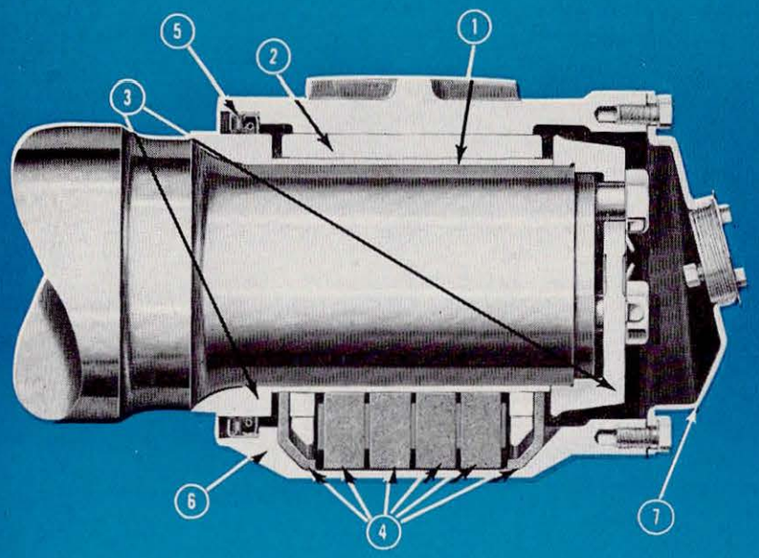
-

Goes 75,000 bearing miles on 1 pint of oil.

Offers railroads a low-cost solution to the hot-box problem.



THE INSIDE STORY



Built to run for thousands and thousands of miles, the Allison KAR-GO Cartridge Bearing gives you a sure answer to the hot-box problem at a low, low cost.

1. **JOURNAL SLEEVE**

Smooth, hardened surface for maximum bearing life — eliminates axle wear.

2. **ALUMINUM ALLOY BEARING**

Economical, precision-fitted, full round for maximum heat dissipation and prevention of axle roll-out.

3. **THRUST RING AND CAP**

Absorb lateral thrusts on hardened faces. Ring provides highly finished surface for oil seal.

4. **FELT WICK LUBRICATOR**

Insures adequate oil delivery to bearing—spring-loaded to make constant contact with journal sleeve.

5. **OIL SEAL**

Double lip, automotive type; keeps oil in and dirt and water out.

6. **HOUSING**

Rugged pearlitic malleable iron; completely encloses entire assembly; eliminates need for separate adapter.

7. **COVER ASSEMBLY**

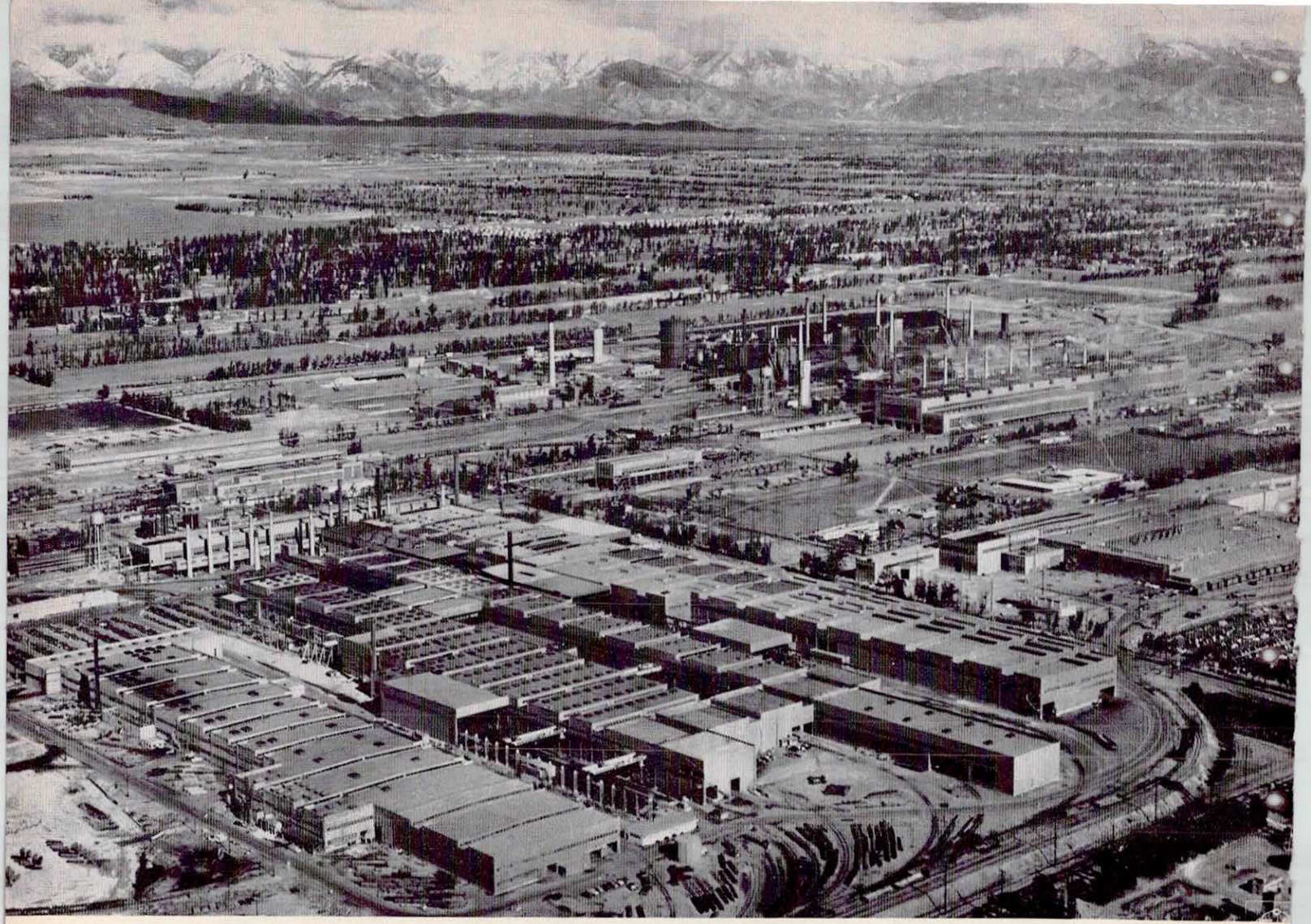
Provides sealed closure, oil filler plug and pressure-relief valve.

Allison KAR-GO

JOURNAL BEARINGS

A product of and built only by the Allison Division of General Motors

Two-thirds of the Diesel locomotive engines on American railroads are equipped with Allison connecting rod and crankshaft main bearings, and piston pin bushings.



KAISER'S STEEL MILL at Fontana, Cal., has a planned ingot capacity of 3,000,000 tons a year. It receives nearly all its raw materials by rail; ships much of its finished product in the same way; has 65 miles of company-owned track and 16 diesel switchers to handle inplant traffic.

How Kaiser Handles Its Traffic

Steel—its manufacture and fabrication—is heavy industry, in every sense of the words. That means, among other things, heavy transportation—of raw materials inbound, of finished products outbound. Here's how one big company handles its transportation needs, and organizes its traffic work, to serve its growing West Coast market.

By A. P. HEINER
Vice President—Public Relations & Traffic
Kaiser Steel Corporation
Oakland, Cal.

To produce one ton of pig iron requires nearly two tons of iron ore, more than one ton of coal (converted to coke), about one-third ton of limestone—and more than three and one-half tons of air. The people in the Traffic Division of Kaiser Steel Corporation have no control over the movement of hot air (for blast furnaces, that is). But they do have responsibility for movement of the other three ingredients, as well as the hundreds of other products which move in and out of Kaiser's fully integrated steel plant at Fontana, Cal.

In 1957 alone, the railroads handled more than 86,000 carloads of freight inbound to the Fontana plant and other company plants, and approximately 24,000 carloads outbound. During this same year truck carriers handled 9,800 loads inbound and 25,000 loads outbound. Approximately 408,000 tons moved by water carriers. Freight payments to railroads in 1957 exceeded $34,600,000; to truck carriers $3,000,000; and to water carriers $6,600,000. Total revenue paid to all carriers during the year was $44,500,000.

The Fontana mill is the only fully integrated steel plant on the Pacific Coast. It includes 315 coke ovens, four blast furnaces, nine open hearth furnaces, three basic oxygen steelmaking furnaces, and nine separate rolling mills. In late 1958, when a $214,000,000 expansion program is completed, the plant will have an ingot capacity of approximately 3,000,000 tons a year. This will make Fontana the largest steel plant west of the Mississippi river.

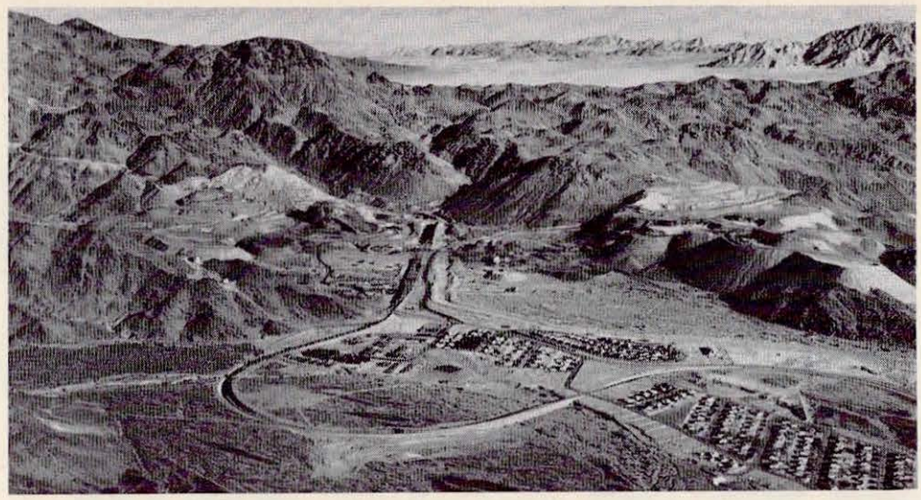
Finished products include plate, sheet, strip, structurals, tin plate, merchant bars, pipe from ½ in. to 42 in., and specialty products. Pig iron is produced for the foundry trade. Chemical by-products resulting from conversion of coal into coke include sulphate of ammonia, diammonium phosphate, naphtha, benzol, toluol, phenol, and xylol.

In addition to the fully integrated steel mill at Fontana, the Kaiser company owns and operates three major fabricating plants located in Napa (45 miles north of San Francisco), Montebello (East Los Angeles), and South Fontana (adjacent to the steel mill). These plants have facilities for general steel fabrication and erection, including production of underframes and other components for railroad cars, tanks, barges, towers, and large diameter aqueducts and higher-pressure pipe.

Raw materials backing up these operations come from company-owned deposits. Iron ore originates at Eagle Mountain, Cal., near Desert Center in Riverside county. The primary source of coal at the present time is Sunnyside, Utah, although a vast deposit of coal is also owned by the company at Raton, N.M., for long-range development purposes. Limerock comes from Cushenbury, Cal., near Apple Valley, only 75 miles from the steel mill.

Headquarters for traffic direction of these extensive movements are at Oakland, Cal., with 11 employees in the department under the direction of A. P. Heiner, vice president—public relations and traffic, and S. C. Knight, general traffic manager.

Overall traffic policies are established at headquarters. Final responsibility for all rate negotiations rests with this group. Other functions include negotiations with carriers on equipment needs, rail track facilities, rate adjustments, and in-transit privileges; rate quotations to the sales and purchasing departments; selection of common and contract motor carriers; and *(Continued on page 20)*



IRON ORE for Fontana comes by rail from Kaiser mine at Eagle Mountain, 164 miles away.

KAISER'S OWN RAILROAD, 52 miles long, hauls ore from Eagle Mountain to Ferrum, where Southern Pacific takes over for the 112-mile trip to Fontana. Here, four Kaiser-owned Baldwin-built 1,600-hp diesels pull out of Eagle Mountain with 90 65-ton cars behind them.

A. P. Heiner

Albert P. Heiner joined the Kaiser Steel Corporation in 1942 as traffic manager of Kaiser Company, Iron & Steel Division (now Kaiser Steel), following several years with the traffic departments of the Western Pacific Railroad and the Shell Oil Company. He was named assistant to vice president in charge of public relations and traffic in 1948, and appointed vice president in 1954.

He is president of the American Society for Traffic and Transportation; and a member of the National Industrial Traffic League, the National Freight Traffic Association, and the Public Relations Committee of the American Iron and Steel Institute. He holds an A.B. degree from the University of Utah (1936) and an M.B.A. degree from the Harvard Graduate School of Business Administration (1938).

FRANK QUINN
Service Manager

ED HUTSON
Service Engineer

VON BURKETT
Service Engineer

Service Engineers Don Young and William Boekhoff.

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These men are American Steel Foundries Service Engineers. Although they are on the ASF payroll they spend the major share of their time with ASF's railroad customers.

Their job begins after our products are shipped . . . their responsibility is to see that the railroads get out of ASF products all the good performance that's designed and built in.

ASF Service Engineers, by their training and experience,

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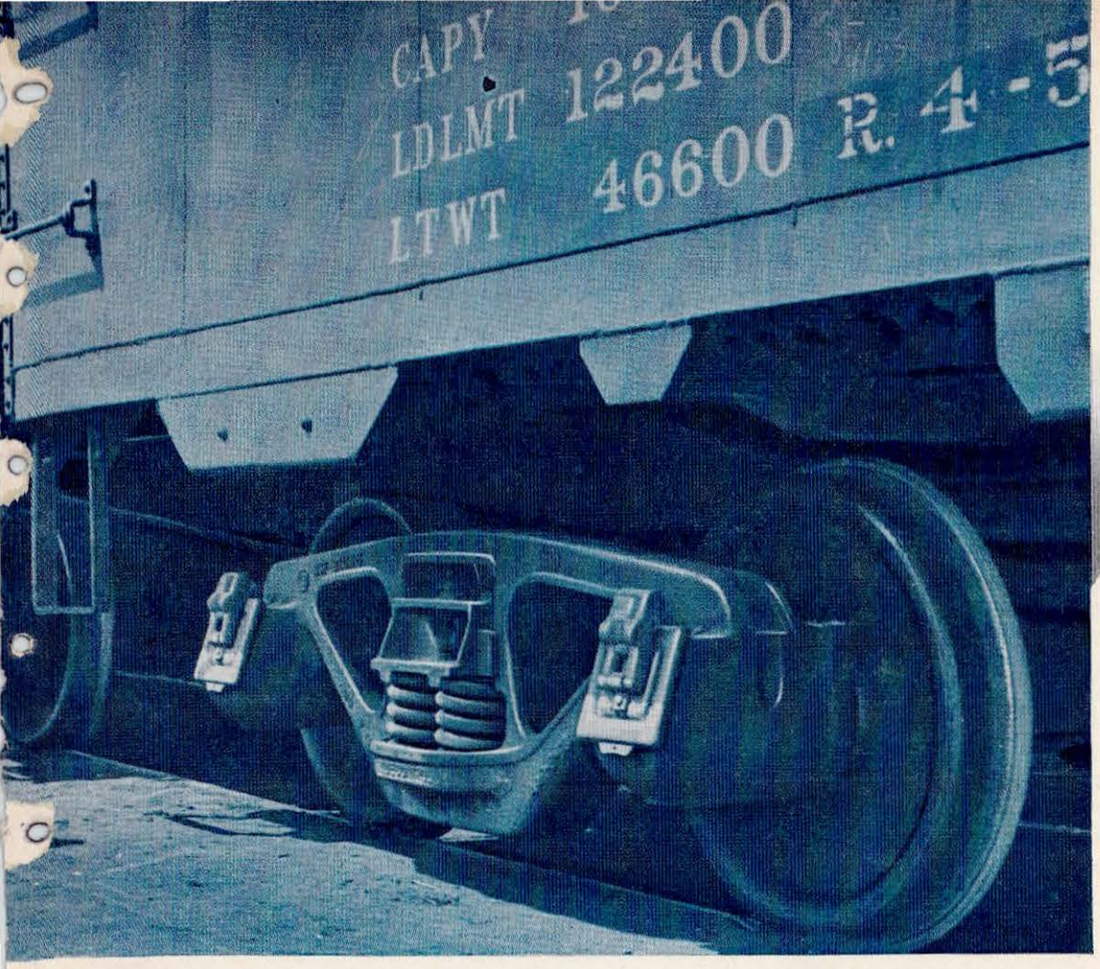

for you!

are daily making the railroad mechanical man's job easier. It may be by showing him a better way to do his truck work, assisting him in a reclamation program, or merely helping him to keep abreast of the latest developments in the industry.

Trucks, couplers, brake beams and other running gear involve large investments. You have a right to expect conscientious service . . . *and you get it from ASF!*

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Other Foreign Sales: American Steel Foundries, International, S. A., Chicago

(Continued from page 17)
allocation of tonnages (routings) with all carriers. General Traffic maintains up-to-date files and complete studies of rates applicable on all materials inbound to and products outbound from company plants. It also maintains the same complete and up-to-date files on competitors' materials and products. These files are continuously reviewed for proper rate or transportation cost relationship.

The Traffic Division has in operation a carefully planned and rather extensive trainee program.

New employees are required to be graduates of accredited colleges or universities, preferably majors in transportation or commerce. In addition, a prospective trainee must pass the company's own I.Q. test before he is considered for this program. In its search for traffic men, Kaiser Steel looks first for young men with the ability to be self-reliant, who are intellectually inquisitive, who can exercise initiative, and who ultimately will be able to run the show.

Trainees are started in the Tariff Section, maintaining up-to-date tariff files and assisting the analysts with statistical reports and rate studies. As the trainee becomes thoroughly familiar with each assignment, he is progressed through the various functions until he has a well-rounded experience in the general and plant traffic departments. At the same time, trainees are encouraged to take special traffic and transportation courses and become certificated members of the American Society of Traffic and Transportation. Kaiser Steel pays all expenses for entrance fees, tuition, and textbooks.

An important adjunct to the trainee program is the "quarterback" meeting held each Monday morning, comprising the entire staff of the Traffic Division. In these meetings the staff discusses and analyzes important current subjects, including requests for rate adjustments, new and unusual movements of inbound and outbound shipments, Interstate Commerce Commission and court decisions, and proposed transportation legislation. A periodic review is made of the rate history of inbound materials and outbound products, in order that each employee in the Traffic Division not only will be familiar with the current rates, but know how the original rates were made and their relationship with competitors' rates. Trainees are usually assigned the job of reviewing the rate history. They are encouraged to provide a visual story, using graphs, maps and charts to illustrate the details of the history. The chairmanship in these meetings revolves among all the department personnel.

In its relationship with outside organizations, Kaiser Steel believes in giving active support to any group dedicated to the betterment of the traffic profession. The company permits broad latitude to its traffic personnel in expressing themselves on any issue involving the best interests of transportation as a vital and necessary industry.

Plant Traffic Has a Big Job, Too

While policies in connection with responsibilities and functions of the Traffic Division are established at the Oakland headquarters, the plant traffic departments are given wide latitude in the performance of their responsibilities. Ben F. Maddux is traffic manager at the Fontana plant, and he has a crew of 10 people working with him.

The plant traffic departments are responsible for furnishing transportation services that will at all times properly sustain the plant and mining operations at the peak of efficiency. This includes furnishing the proper kinds and amounts of both rail and truck equipment; tracing, expediting, and controlling movements; auditing freight bills; processing claims; carrying out loading practices; and preventing loss and damage. A report on each loss or damage case is made to the department concerned and to the delivering carrier for proper corrective action.

How Material Is Received

Each of the major raw material movements has posed special transportation problems.

The Eagle Mountain iron ore mine is located 52 miles from the nearest common carrier railhead. Early in the development of the mine, it was concluded desirable for Kaiser Steel to build and operate its own standard-gauge railroad to the Southern Pacific main line at Ferrum, Cal. From this junction point, 140 to 160 fully loaded cars of ore are hauled daily by SP the remaining 112 miles and delivered directly to the rotary car dump at the Fontana plant. SP cars are furnished to Kaiser Steel at Ferrum on an average demurrage agreement, with quick turnaround possible due to the streamlined loading procedure at the mine.

In anticipation of the increased needs for iron ore at Fontana, a number of conferences were held between members of the operating and traffic departments of the Southern Pacific and of Kaiser for the purpose of designing a car capable of handling 98.5 tons of ore, compared with the present conventional car carrying 64.5 tons. As a result of these meetings, construction of 600 of the larger capacity cars is well under way. Upon delivery they will be used in a shuttle service between the mine and the steel mill. The development of a heavier capacity car for this movement should result in a major saving to both carrier and shipper. Fewer cars will be used to haul greater tonnage and less trackage will be needed, resulting in increased earnings to the carrier for services rendered.

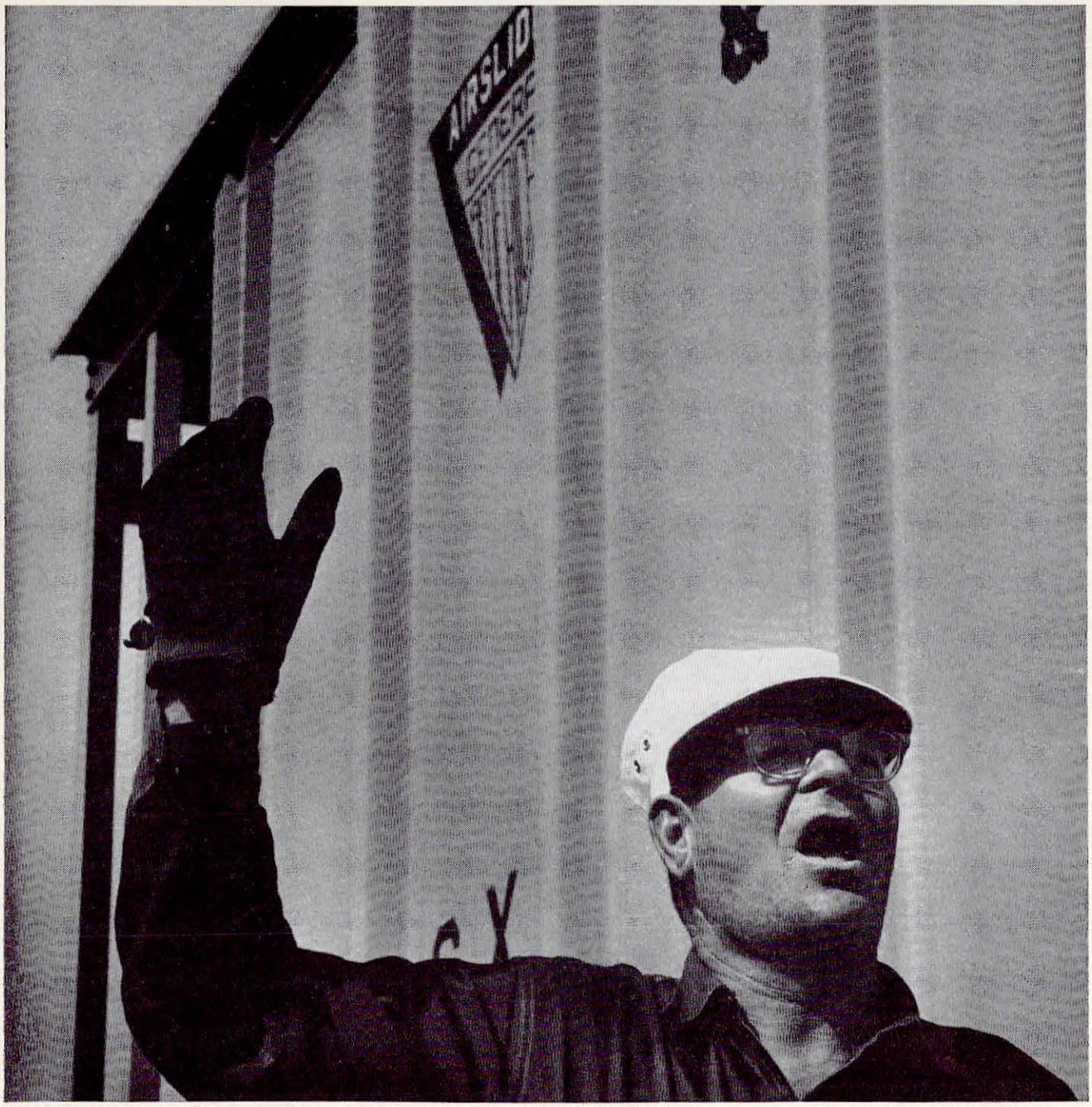
The limerock deposit at Cushenbury is located approximately 29 miles from the Santa Fe main line. Because another affiliated Kaiser company, Permanente Cement Company, agreed to build a cement mill at Cushenbury, and because of the potential of other traffic, conclusion was reached, in this instance, that the Santa Fe would build the branch line to the deposit. This was completed in 1956. All rates and services are furnished by the Santa Fe.

At the company coal property in the vicinity of Raton, N. M., the long-run program contemplates the opening up of a major new mine. From the point of view of the best quality metallurgical coal, the most favorable location for such a mine is approximately 50 miles from the nearest railhead. Once again decision will have to be made as to how service into this new area will be established. Preliminary contacts with both the Southern Pacific and the Santa Fe have already been made by the Kaiser Traffic Department. Both these carriers are in position to serve the proposed new mine.

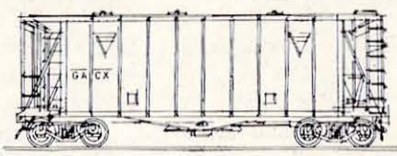
How It Is Handled

There are approximately 65 miles of rail tracks within the Fontana steel mill area. The rail carriers serving the plant own, jointly with Kaiser Steel Corporation, the interchange tracks in both the inbound and outbound yards, as well as the tracks serving the rotary car dumpers. Kaiser Steel operates 16 diesel-electric switch engines which perform all intra-plant switching services, including movement of cars from and to the jointly-owned interchange tracks.

The three basic raw materials—iron ore, coal, and limestone—are delivered by the rail carriers directly to the tracks serving the rotary car dumpers. The coal is weighed as each car is gravity-moved over a track scale just before it reaches the dumper. Since the iron ore and limestone are weighed at the loading points, and move a comparatively short distance, they are not weighed at the plant. All other carload materials are delivered to rail tracks in the inbound exchange yard. From these tracks Kaiser Steel's own intra-plant rail transportation department takes over. Cars are gross weighed over track scales manned by sworn weighmas-



More than 40 railroads in the United States now have Airslide® cars in operation



GENERAL AMERICAN TRANSPORTATION CORPORATION

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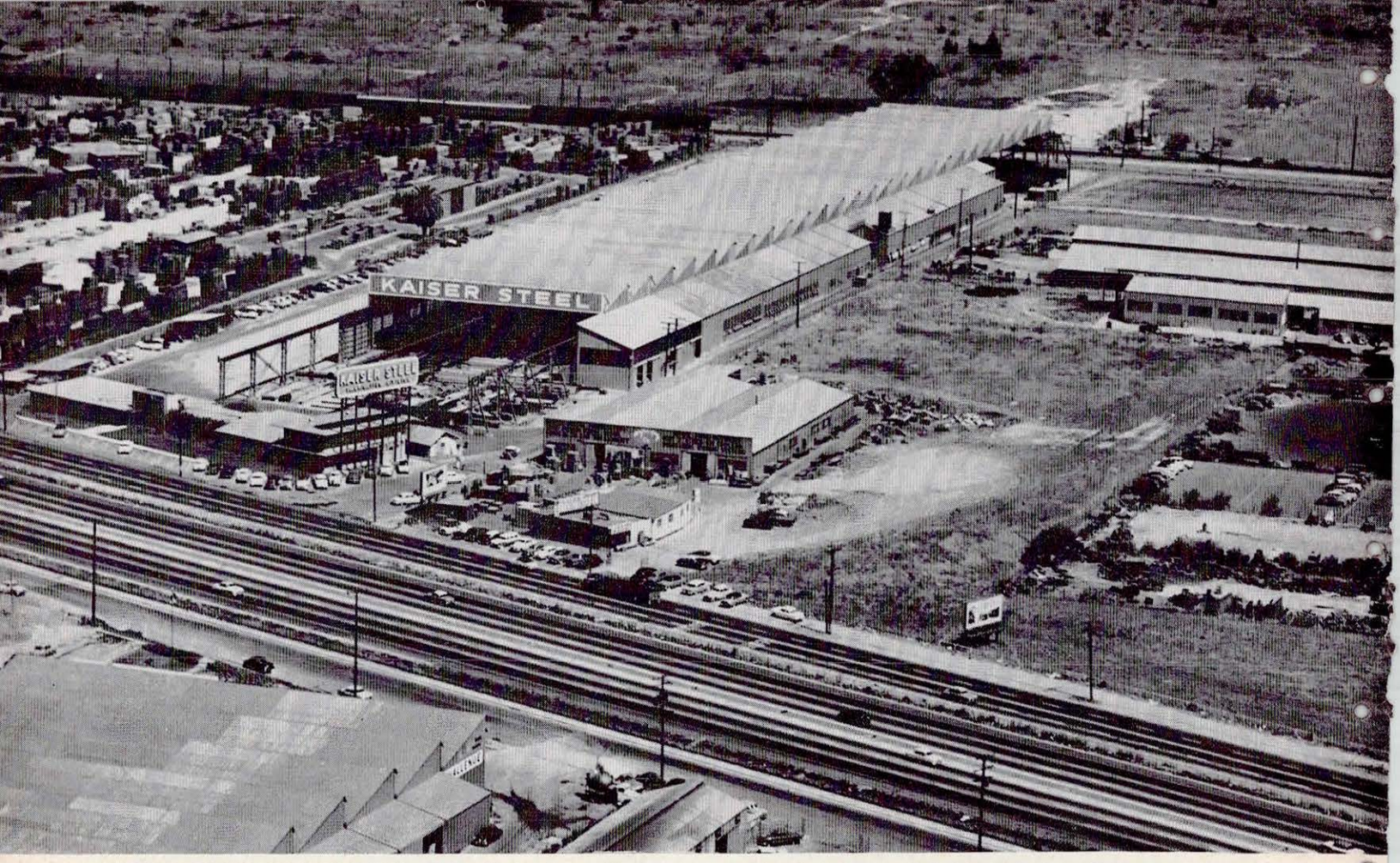


THREE FABRICATING PLANTS—at South Fontana, Montebello (above) and Napa—are so located as to provide easy rail or truck delivery of finished steel to Kaiser customers in the Los Angeles and San Francisco areas.

ters under the supervision of the Trans-Continental Freight Bureau, Weighing and Inspection Department, and then switched to the proper unloading locations. When these cars are unloaded, they are moved back over the scales for light weigh and then to outbound exchange tracks.

Empty cars for loading are delivered by the carriers to interchange tracks. From these tracks, Kaiser Steel moves them over the track scale for light weigh and places them at the various mills for loading. The loaded cars are moved from the mills back over the scales for gross weight and then to the exchange tracks in the outbound yard.

Although the layout of the Fontana plant makes it more efficient to ship by rail, a considerable amount of tonnage moves by motor carrier. This is brought about by the service requirements of customers. Most of the truck tonnage is short-haul to customers in the Los Angeles area, within 50 miles of the plant. In this, as in other areas, more and more plants are being located off rail.

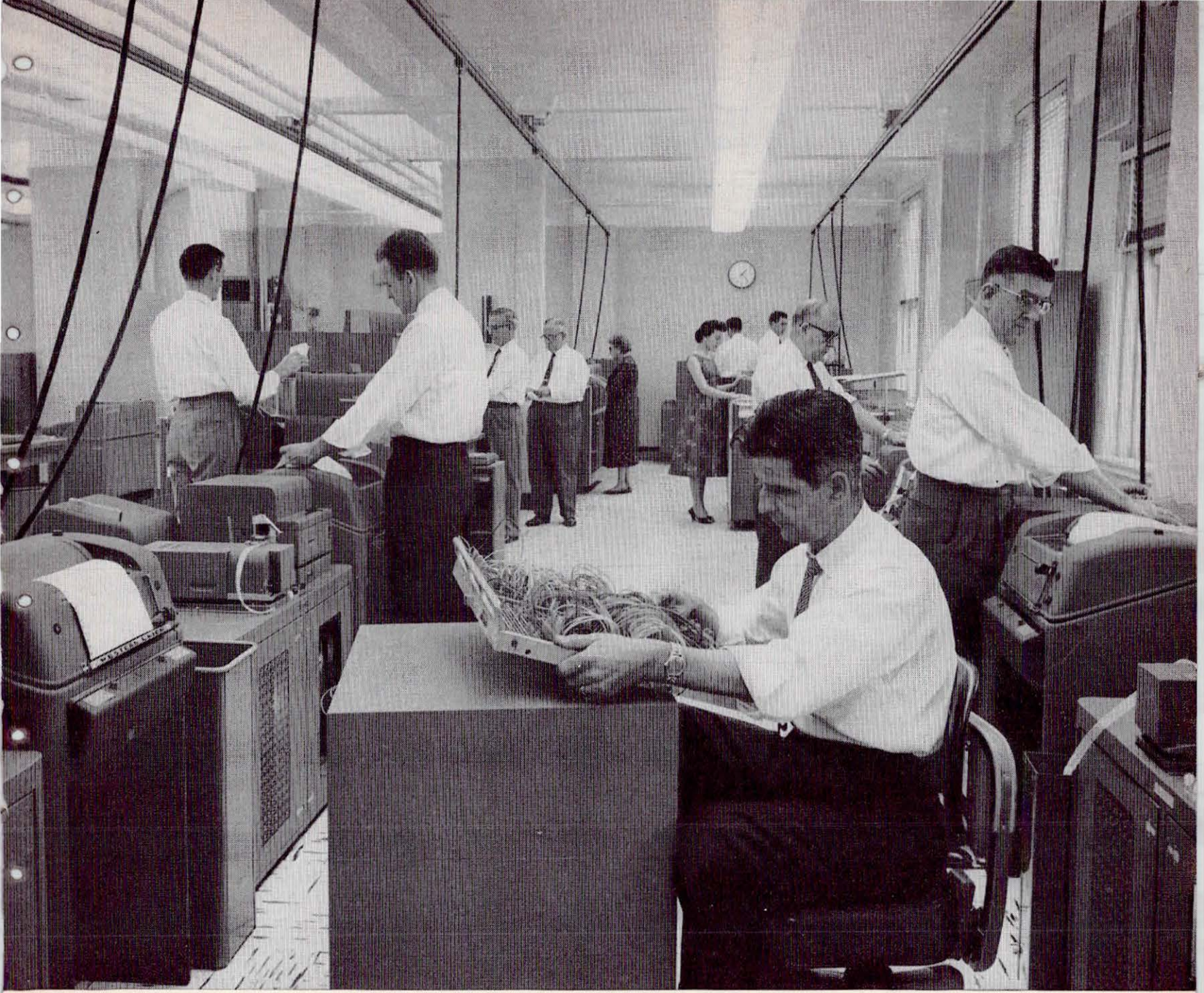
Because of the diversion of traffic from rail to trucks, to customers located both on and off rail, the rail carriers serving Fontana asked that they be permitted to truck from the mill to the customers' doors. Inasmuch as the Fontana plant is primarily laid out for rail handling, increased movement by trucks did not seem to be the answer. It was therefore agreed to initiate a service referred to as a "buckshot" operation, whereby rail cars are loaded at the mill and moved to Los Angeles, Oakland, and San Francisco, where the steel is transferred by railroad crane to railroad-owned trucks for delivery to steel customers located both on and off rail, at rates competitive with direct truck shipments from the mill.

The three contract motor carriers serving the plant maintain staging yards near by. Trucks are dispatched from these yards to the loading mills. Loading schedules are generally established 24 hours in advance, giving not only the exact time the truck is to be at the loading mill but also the full description, weight, and destination of the shipment. Each truck is light weighed before loading and gross weighed over the same scale, where the billing is accomplished.

While most rolled steel products are sold and shipped on theoretical weights, Kaiser Steel obtains two separate actual weights on all products sold—one at the producing mill where shipments are loaded, and one over its own railroad track or truck scales. Each of these two weights is compared and checked against the theoretical weight, and if either is not within the allowable tolerance of the theoretical weight the shipment is returned to the loading mill for re-check and adjustment.

One movement of special importance involves the fabrication of steel pipe at Napa. Plate is shipped from Fontana to Napa and there fabricated into pipe under in-transit privileges worked out by the Southern Pacific. The fabrication-in-transit privilege involves the same principle so universally employed in connection with structural steel. It is a major factor in making it possible for Kaiser Steel to sell pipe throughout the western half of the United States and Canada.

Early in the history of Kaiser Steel there were those in the Traffic Department who wondered what they would have to do in future years after the basic rate and service negotiations had been worked out with the carriers. This is no longer any concern in the department. There is always plenty to do. Transportation is dynamic enough so there are constant changes. New sources of supply, new markets, new transportation services, and new competition provide assurance that people in the Traffic Department will never have to concern themselves as to whether they will be kept busy.



A railroad with its own news service

You know how the great national news services operate: From all over the world their correspondents wire in the news as it happens. The central office edits the news and in minutes the teletypes are chattering it in newspaper offices across the country.

Chesapeake and Ohio has a similar system of its own. Movement of every car on C&O is wired at once to the Car Location Information Center (CLIC for short). Then intricate electronic equipment processes the information and the location of each car is on the teletypes of the C&O Traffic Offices nearest to the shipment's origin and destination.

Whenever you ship over C&O, you can be sure of fast, dependable service. Route your shipments via The Chessie Route. Try CLIC – and see how it works to your advantage.

Would you like a copy of a booklet describing CLIC? Just write:

Chesapeake and Ohio Railway

3800 TERMINAL TOWER, CLEVELAND 1, OHIO

SHIP C&O . . . AND WATCH IT GO!

Automation Speeds Your Freight

Many railroads use combined automatic business machines and printing telegraph equipment for handling data communications. Of particular interest to shippers is the railroad use of such devices for reporting the whereabouts of freight cars. How fourteen representative railroads handle data communications is summarized in the table on the next page. The number of railroads using such techniques and equipment is expected to increase.

The growth of data communications has been phenomenal in the last few years. The growth will continue. Development and acceptance of the digital computer for handling car accounting, payroll and other business functions portends a vast future for the field.

There is, however, need for standardization of operating procedures and control signals so data may be automatically interchanged from railroad to railroad. "Such standardization will result in more efficiency and economical operation, especially where intelligence is interchanged between connecting lines," reports the Communication Plant Operation Committee of the Communications Section, AAR.

Compatible Car Report System

The Southern Pacific, Union Pacific, Milwaukee and the Chicago & North Western have compatible car reporting systems, which permit interchange of car-reporting information. Other roads are working toward that goal. An Eastern Railroad Presidents' Conference group is working on standardization of car reporting information. It is expected that they soon will come up with recommendations for interchanging mechanized car reports.

Car reporting systems increase car loadings because of greater shipper satisfaction with the consequent faster service and reliable advance reporting of arrival time. Such systems can also reduce the normal investment in rolling stock, because of better equipment utilization resulting from improved information about the location of empty cars. Time spent in yards is reduced because advance reporting enables yardmasters to plan their work better, make more effective use of yard tracks, yard crews and motive power. Because shippers have advance information on car arrivals, they can load and unload cars promptly.

An accompanying table lists railroads reporting to the Communication Plant Operation Committee, Communications Section, AAR, about application of combined automatic business machines and teleprinter equipment for handling data communications.

The AAR Accounting Division is developing methods to simplify interroad clerical work and billing. R. G. May, operating vice president, AAR, says: "Many divisions and sections of the Operations and Maintenance departments have set up working groups and committees to review present practices and furnish reports and recommendations as to how this can be accomplished. Data processing machines, commonly known as 'giant brains' will do the work, but it is absolutely necessary that each department, as well as those lines connecting with the roads using the machines, simplify its reporting.

"These automatic business machines involve a large investment in capital to purchase, or, if on a rental basis, a considerable sum in annual rent. Therefore, while the first thought is for individual railroads to organize and process the desired intelligence so it reaches the machines correctly, sight must not be lost of the added benefits that can be gained and will result, if the processing is standardized so that exchanged information can be transmitted to connecting railroads without further working over or re-recording.

"This also serves to point up the necessity of cooperation with other departments of your railroad and with manufacturers. Such standardization, while often difficult during the development period, is necessary if maximum efficiency and economy are to be attained from the new tools we have to work with."

How the Systems Work

Any mechanized information handling system, regardless of the type of information handled or the purposes for which it was devised, relies for its input on conversion of information into "machine language." A variety of equipment for this purpose is commercially available at the present time. The equipment is available in quantities adequate to permit installation for car reporting purposes even on the largest railroads.

Generally speaking, and ignoring laboratory developments not yet commercially available in quantities, these may be categorized in two groups, according to the "machine language" produced: (1) punched card equipment; and (2) perfor-

(*Continued on page 26*)

APPLICATION OF COMBINED AUTOMATIC BUSINESS MACHINES AND TELEPRINTER EQUIPMENT FOR HANDLING DATA COMMUNICATIONS

Legend for Table on Opposite Page

(1) Railroad

(2) Type of Data Processing Equipment Used

(3) Information Handled Over Communication Facilities

(4) Type of Communications Channels Used

(5) Speed of Transmission Used

(6) Units of Equipment Used Prior to Entry into Data Processing Machines

(7) Method of Initiating 5-Unit Punched Tape
- (a) Teletype Keyboard
- (b) IBM Card-to-Tape Punch

(8) Method of Accuracy Check When 5-Unit Tape Prepared with Teletype Keyboard
- (a) Before Transmission
- (b) During Transmission
- (c) If Not Checked is Operation Satisfactory?

(9) Teletype Signals Used in 5-Unit Tape for Control of Data Processing Machines

(10) Use of IBM Transceivers
- (a) Units per Channel
- (b) Results Obtained

Railroad (1)	Equipment (2)	Information (3)	Channels (4)	Speed (5)	Prior Equipment (6)	Initiate Tape (7)	Accuracy (8)	Signals (9)	Transceivers (10)
Atchison, Topeka & Santa Fe	IBM and Remington-Rand	Wheel reports	Carrier telegraph and physical	60 w.p.m.	Teletype transmitters, reperforators and printers	(a) Teletype keyboard	(c) None made - operation acceptable	Right hand parenthesis) - to connect and start card punch machines Left hand parenthesis(- to disconnect and stop card punch machines	Not used
Atlantic Coast Line	IBM	Train consists - wheel reports and by-products	Not specified	60 w.p.m.	Model 14 Transmitter -- Distributors Model 14 Typing reperforators Models 15, 19 and 28 printers	(b) Card-to-tape punch	Not specified	None presently used	Not used
Baltimore & Ohio	IBM	Train consists and interchange reports	Carrier-Speech plus Duplex, Polar Duplex and VF telegraph	60 w.p.m.	Model 14 Transmitter -- Distributors Model 14 Reperforators Model 15 and 28 Printers	Both. A peripheral point originates tape on Teletype keyboard A mechanized point uses IBM card-to-tape punch	(a) On Teletype S/R printer in series with reperforator (b) On S/R printer as tape is transmitted to line	Upper case "F" and "H" programmed into output tapes by IBM equipment	Not used
Canadian Pacific	IBM	(a) Time records and payroll data (b) Train consists	VFCT Telegraph, 130 81 and 128 82 subsets, "C" carrier (voice) and "J" carrier (voice)	(a) 60 w.p.m. (b) Transceivers over voice channels	Teleprinters, Flexowriters and Dataflo	Teletype equipment, Flexowriters, W. U. program factor, Dataflo and card-to-tape punch	(a) None used - data initiated with keyboard is checked by use of proof sheets and tape-to-card controls. Procedures also provide visual pretransmission check. (c) Widespread initiation of tapes involve all types of personnel and is under continual policing. While error factor from all causes is 2% it is felt that this will be reduced by experience, etc.	None used	(a) One voice channel (350 miles) with two units at either end -- results satisfactory (b) One voice channel (2900 miles) with four units in central office and two units in each of three field offices. Field offices are 1400 miles, 2240 miles and 2900 miles distant from central offices. Results considered fair. (c) Very high quality voice circuit is essential. Interferences encountered from very minor deviations from established levels.
Chicago, Burlington & Quincy	IBM	Train consists and manifest reports of loaded cars	Carrier telegraph and physical	(a) 60 w.p.m. on line (b) 100 w.p.m. interoffice	Transmitter unit reperforators (typing and non-typing) 15D Page printers	(a) Teletype keyboard (b) Card-to-tape punch at mechanized points	(a) Before transmission (b) Monitored at relay points with tape machine	None presently used	Not used
Chesapeake & Ohio	IBM and Remington-Rand	(a) Train consists over telegraph facilities and (b) Payroll data over telephone facilities	(a) Teletype channels (b) Commercial grade telephone channels	(a) 75 w.p.m. (b) Transceivers	(a) IBM tape-to-card in Teletype operation (b) In payroll application IBM transceivers prepare cards which in turn are used to record on magnetic tape for input to Remington-Rand Univac	Teletype keyboard	(c) None made before or during transmission. Operation has been acceptable.	Some programming is being done of IBM and/or Teletype equipment through the use of upper case functions.	(a) Maximum number of three units on any single leased telephone circuit. (b) Results entirely satisfactory
Erie	IBM	Train consists	Carrier telegraph	60 w.p.m.	Model 14 Transmitter -- Distributors Model 14 Typing reperforators Model 15 Printers	(b) Card-to-tape punch	(c) None made before or during transmission. Experience has indicated IBM prepared tape provides acceptable operation	Upper case "S" and "J" programmed into IBM produced tapes to control operation of certain typing reperforators in Centralized Machine Bureau	Not used
Great Northern	Remington-Rand	Payrolls only (experimentally)	Bell System Teletype	75 w.p.m.	Typing reperforators -- tape-to card -- card-to-magnetic tape	(b) Remington-Rand card punch and card-to-tape converter	Not applicable	Upper case A - carriage return " " B - cancel " " G - skip " " K - disconnect punch " " L - connect punch " " M - intermediate trip " " N - tower transfer " " V - upper transfer " " X - 37th position " " Z - trip	Not used
New York Central	IBM	(a) Train consists (b) Time cards	(a) Bell System 81-D-1 Duplex channels (b) Half carrier (voice)	(a) 75 w.p.m. (b) 14 cards per minute	IBM 026-047-650 and 063-407 and interrelated equipment such as sorters, etc.	(a) Teletype keyboard (b) Card-to-tape punch	(a) As tape is produced hard copy is made and checked for errors before transmission	None used	(a) One unit on one channel (b) Results have been excellent
New York, New Haven & Hartford	IBM	Interchange, consists, special carloadings, perishable reports. No bill, piggyback, repair tk lists. Class yd standings	Carrier telegraph	60 w.p.m.	Model 14 Transmitter -- Distributors Model 14 Reperforators (non typing) Model 15 Printers	Card-to-tape punch	Not applicable	Upper case "L" only used for control of data processing machine	Not used
Northern Pacific	IBM Transceivers	Payroll data	"C" Carrier (voice)	11 cards per minute	No special equipment. Cord directly from carrier hybrid to transceiver	Not applicable	Not applicable	Not applicable	(a) One transmitter and one receiver (b) No comments
Pennsylvania	IBM	Train consists Passing reports	Carrier telegraph and physical	60 w.p.m. 75 w.p.m. 100 w.p.m.	Teletype reperforators and page printers	(a) Teletype keyboard	(a) Accuracy check is made from page copy prior to transmission to IBM center (b) Second check made of tape from page copy in IBM center	Upper case Z - start tape-to-card machine. Carriage return -- Ejects card from tape-to-card machine Upper case H - stops tape-to-card machine	Not used
Southern Pacific	IBM	Train consist	Carrier telegraph	60 w.p.m.	Teletype transmitters, reperforators and printers	Card-to-tape punch	Not applicable	Upper case "H" reperforator OFF and upper case "F" reperforator ON	Not used
Union Pacific	IBM Transceivers	Car reports, PFE data, payrolls, acc'ting dept-information, etc.	(a) VFT for payrolls (b) 4 500-cycle bands vf yd-to-yd & trans bureau	(a) 100 w.p.m. (b) 200 w.p.m.		(b) Card-to-tape punch	(c) Accuracy satisfactory with preparation of tape with card-to-tape punch	Not specified	One transceiver on each end of 500-cycle channel. Results quite satisfactory
Wabash	IBM Transceivers	Interchange reports, wheel reports, traffic reports	(a) 1-single line teleprinter (b) 5-carrier (voice)	(a) 60 w.p.m. (b) 11 cards per minute	(a) Teletype reperforator and printer (b) IBM 066 transceivers equipped with 068 telephone units	(a) Teletype keyboard (one circuit only)	(a) Accuracy check is made from page copy. Operation has been satisfactory.	None used	One set of transceivers per telephone circuit

ated paper tape equipment.

Chosing one or the other type is essentially an economic decision. The choice is based on the purpose of the system, methods employed in the office where the conversion is made, and the amount of information involved.

Owing to the "long and narrow" physical characteristics of a railroad, rapid car reporting inevitably involves fast communication of the information after it is translated into "machine language." All communication systems now available rely on sequential pulses. They differ only in the physical form in which the machine language is presented for transmission. It is, of course, received in the same physical form as presented. Again we encounter two basic types of equipment: (1) machines which transmit and receive directly in punched card form; (2) machines which handle perforated tape.

Equipment is available for conversion in both directions: punched card to perforated tape, and vice versa.

It is at this point that the ultimate purposes of the completed system of information handling become most obvious. If the information transmitted is to be used at two or more places, and multiple transmissions are to be avoided, then punched paper tape transmission is necessary. If, however, the information is to go only to one destination, or more than one transmission of the same information from the same point can be accepted, then punched card equipment has a distinct advantage because it indicates the correct receipt of the information, character by character.

The third section of a car reporting system is the "processing" of the data, which also grows directly out of the purposes for which the system is designed. If the system is to serve solely or primarily for passing information on individual cars, then it can be handled in the "random" sequence in which it occurs.

This is typified by the Rock Island Magnetic Tape Sorting System,* but is equally possible through use of the same "anticipating codes" on modified paper tape equipment. If, however, other purposes are intended, most of them will require some sorting operation to put particular classes of information (car initial and number, for example) into a predetermined sequence, alphabetic or numeric, so the group of information under consideration can be accumulated into "recapitulations." At the present time this is done by sorting, at medium speeds through the use of punched cards, or at relatively high speeds in electric computers. In either case, conversion from one machine language to another may be necessary, and as previously stated, conversion devices of various types are presently available.

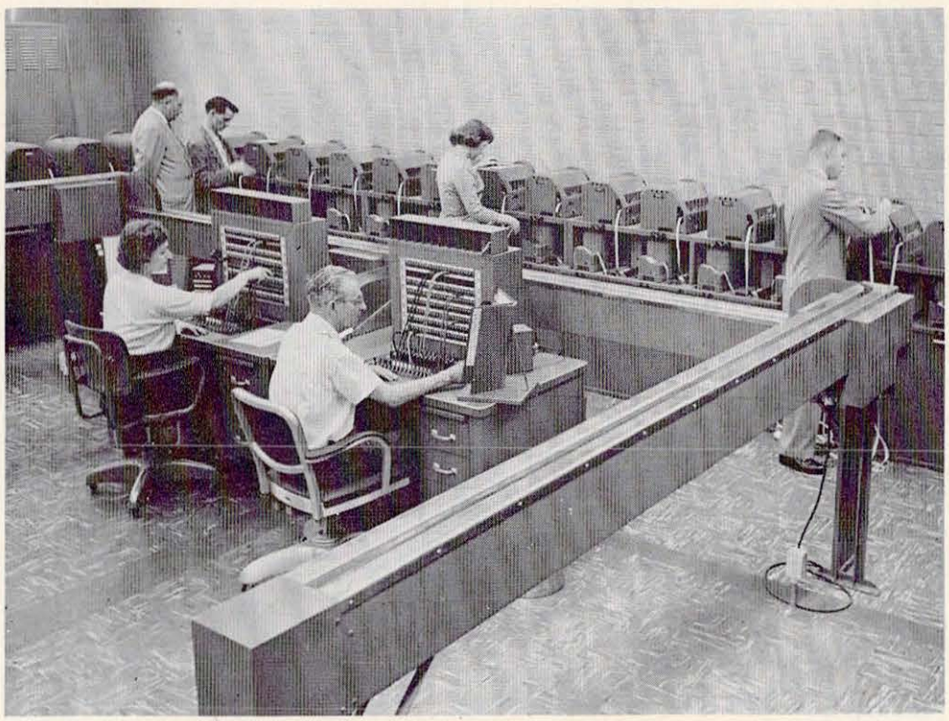
Neglected in this discussion are the technical complications of standardizing kinds of information and ways in which they are abbreviated or coded to permit machine processing. It is in these areas that the several ERPC committees, as well as equivalent groups in such organizations as the AAR and the American Association of Railroad Superintendents, can make real contributions.

'Product' Distribution

The final part of a data processing system—distribution of the "product" to the "consumer"—is not particularly dependent upon the means of gathering and processing the data to be distributed. It may or may not involve rapid communications and conversion from one "machine language" to another.

Summarizing, then, a car reporting system consists of four major parts: (1) conversion of information to "machine language"; (2) transmission of the machine language to point or points of use; (3) machine processing of the information to produce recapitulations of like items; and (4) distribution of the information, either as separate items or as recapitulations, to the "final consumers."

In no case, regardless of the system or equipment used, can the need for accuracy in the original conversion to machine language be over-emphasized. The human mind and eye have little difficulty in construing PRR 21763, PCO 21763 and PA 21763 as being the same car. Our machines are not yet "sophisticated" enough to make this association without excessive "programming."



C&O's CLIC Gives Shippers . . .

prompt information concerning location of their cars. System relay office (above) performs the vital function of switching car reports from yard offices to CLIC (Car Location Information Center). Car reports or train consists from various yards come into this system relay office on receiving reperforators (top row of machines in rear of picture). The perforated tape is fed into a printing telegraph transmitter (below the reperforators), ready for transmission. Attendant (at rear) fills out instruction card and drops it in the moving belt which carries it toward the switchboard operator (center of picture). Following instructions on the card, he makes the proper switchboard connections, much as a telephone operator, and presses a button to start transmission. The train consist is now being sent to CLIC as well as the next yard where the train is to be classified. Thus the yardmaster at the next yard knows the consist of the train before it arrives. CLIC receives the consist in the form of a tape which is converted to punch cards. After processing, information on each card is sent to all C&O traffic offices.

* "Why Automatic Car Reporting," Railway Age, Feb. 18, 1957, p 24.

Serves more of the West direct

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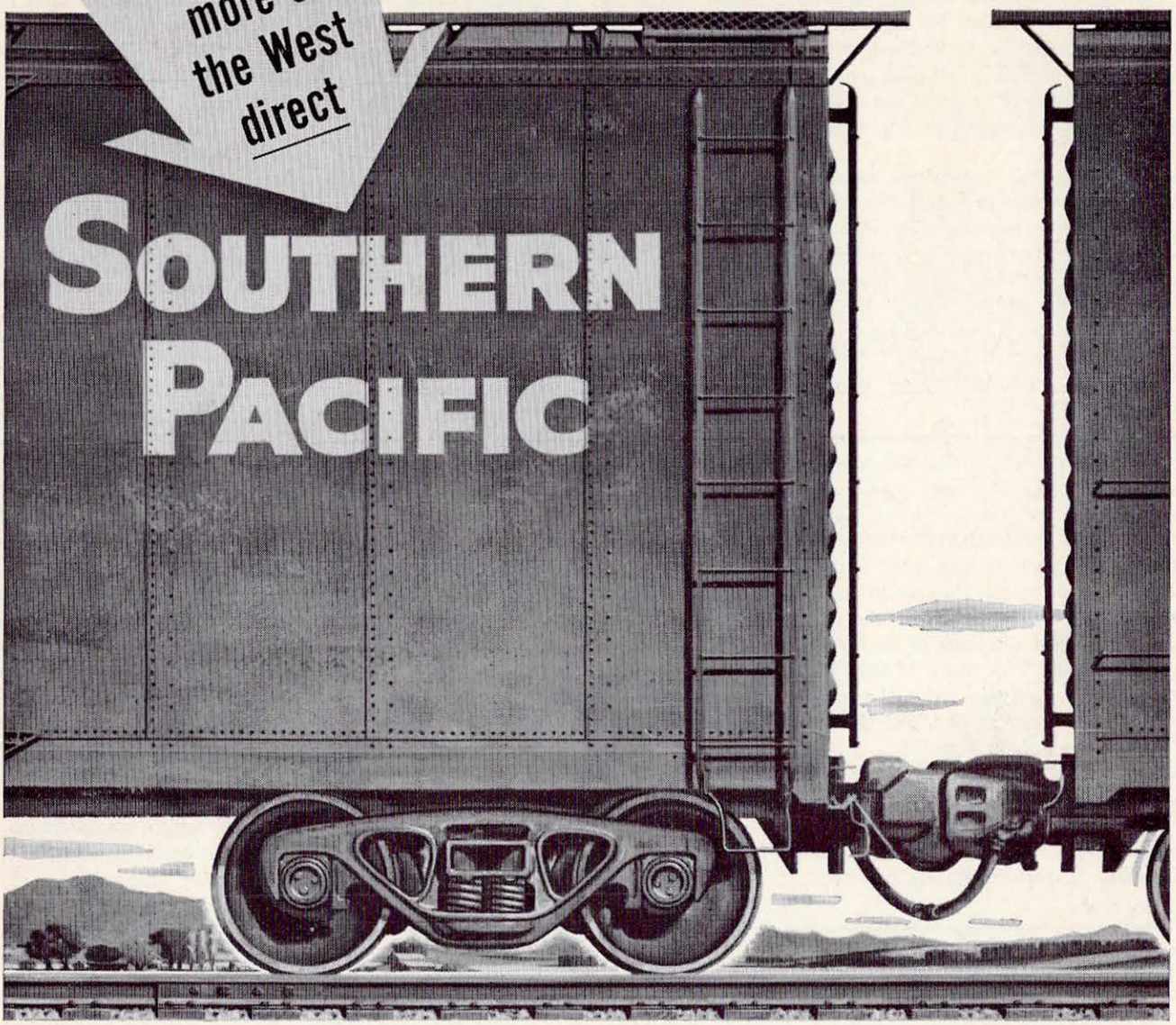
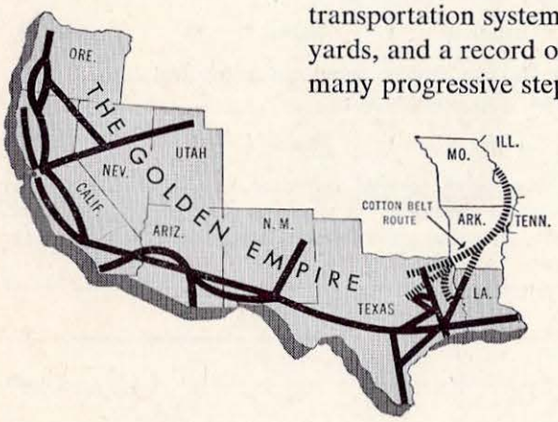


Via Southern Pacific, your freight shipments go *direct* to more Western markets, because S. P. serves more communities in the West and Southwest than any other transportation system. Electronic car locating and distribution systems, push-button yards, and a record order of freight cars of all types since World War II, are among many progressive steps at S. P. that spell fast, efficient freight movement—the kind that wins shippers' confidence.



Southern Pacific

SERVING THE GOLDEN EMPIRE WITH
TRAINS • TRUCKS • PIGGYBACK • PIPELINES

(*Continued from page 13*)

reports making "about a 25 per cent reduction on each complaint, depending on seriousness, and availability of competitive carriers."[9] And still another says it "allows very few mistakes by any carrier in getting merchandise to destination on time. We limit the number of each type of carrier. They are fully aware of our needs, as well as of their competitors, who would like a chance."[10]

At least three Poll respondents indicate that their service records have led them to divert some traffic from rails to trucks,[11] even though "higher costs" may result.[12] Service, according to one traffic manager, not only "influences the route," but in some instances determines "whether the shipment will move rail or truck." "Some rail services," he adds, "have grown steadily worse."[13]

Many companies give carriers a chance to correct service deficiencies before they make any change. "We now secure excellent service from some carriers who have improved performance" following notification of poor service, one shipper says.[14] Another reports "excellent relations" because "we don't expect the impossible," but "just ask them to cooperate with us as we do with them."[15] Still another says "we notify in writing" a carrier which gives poor service, and change only "if it does not improve."[16]

In some cases, actual performance apparently is matched against an established standard. One company, for example, "sets up performance time-in-transit for all our destinations. If performance is not consistently on time, we change to another carrier."[17] Another "determines what should be normal transit time on each movement via rail and truck. If service is not up to par, we handle with the interested lines for correction. If not corrected effectively, a routing change is made."[18]

Several December replies tended to confirm the results of earlier Polls (Railway Freight Traffic, Nov. 1957, p. 21; Dec. 1957, p. 15), namely, that many shippers are more interested in dependability than in actual speed. One major shipper, for example, says it does not necessarily look "for the fastest service route, but, rather, for that combination of carriers which provides the most consistent reasonable transit time."[19] Another reports that it "sometimes selects slower routes to spread arrivals."[20]

Occasionally, says another traffic manager, "it is desirable that a shipment incur delayed delivery, in which case a 'poor service' route is used."[21] That situation could arise, he suggests, where a customer "over-orders his warehouse" to avoid an announced price advance. The entire order must then be shipped before the date of the advance, but the customer is usually willing to have a portion of the order move "via routes that can be counted upon to incur a longer transit time."

Another shipper also finds that performance records "give the proper information to guide us in selecting the best route available" for "shipments that must be delivered at a specified time."[22]

Other shippers also mention the importance which knowledge of fast or slow routes—derived from performance records—can play in inventory control[23] or in timed scheduling of shipments destined for, say construction projects.[24]

Even the relatively few shippers who do not maintain regular performance records on all shipments testify to their general value by keeping them on some shipments, at periodic intervals, or when they have reason to believe service is substandard. We need them, says one man who does not specify their extent, "to permit prudent buying of our transportation in a competitive market upon a competitive basis."[25]

Another company "follows certain movements of cement very closely. When we find lengthy transit time or heavy damage we adjust future routings to attempt to secure prompt service and improved car handling."[26] Another keeps records of transit time on both loaded and empty tank cars.[27] Others make periodic or spot checks; investigate service complaints from customers or to "develop a comparison for a considered change."[28]

Only a few shippers had anything to say concerning carrier reaction to performance records or to action based on them. But one such comment seems worth special mention:

"One thing which surprises me is that, after a complaint has been brought to the attention of a railroad, a frequent reaction . . . is to inform us that special orders have been put out . . . that future cars of ours are to be given expedited handling at the yard where the delay occurred. I have never once been informed that a change of a general nature had been made which would mean that the cause of the delay would be rectified for all shippers."[29]

WHAT'S YOUR ANSWER TO RAILWAY AGE'S JANUARY TRAFFIC POLL?

Because so many readers have expressed a desire to participate in Railway Age's monthly Traffic Polls, the question for January is published herewith. If you wish to vote—and railroad men as well as industrial traffic managers are welcome to do so—*please mail this coupon, on or before January 9, 1959* to:

G. C. Hudson
Traffic & Transportation Editor
Railway Age,
30 Church Street,
New York 7, N. Y.

PROPOSITION

General business, as a whole, seems to be pretty well out of its 1957-58 "recession." Most economists expect 1959 to be a "good year." But railroad traffic—which suffered severely during the recession— has not yet rebounded fully. Purpose of this Poll is to assemble the collective opinion of industrial traffic managers (and of any railroad men who care to participate) as to the probable course of business—and of railroad traffic—in 1959.

QUESTIONS

(1) Do you expect your company's business in 1959, as compared with 1958, to be:

Better ( ) Same ( ) Worse ( )

(2) Do you expect your total traffic volume in 1959, as compared with 1958, to be:

Larger ( ) Same ( ) Smaller ( )

(3) Do you expect your *rail* traffic volume in 1959, as compared with 1958, to be:

Larger ( ) Same ( ) Smaller ( )

Please give reasons for your answer, including any specific figures or estimates on which it may be based. You will not be quoted by name unless such quotation is authorized below:

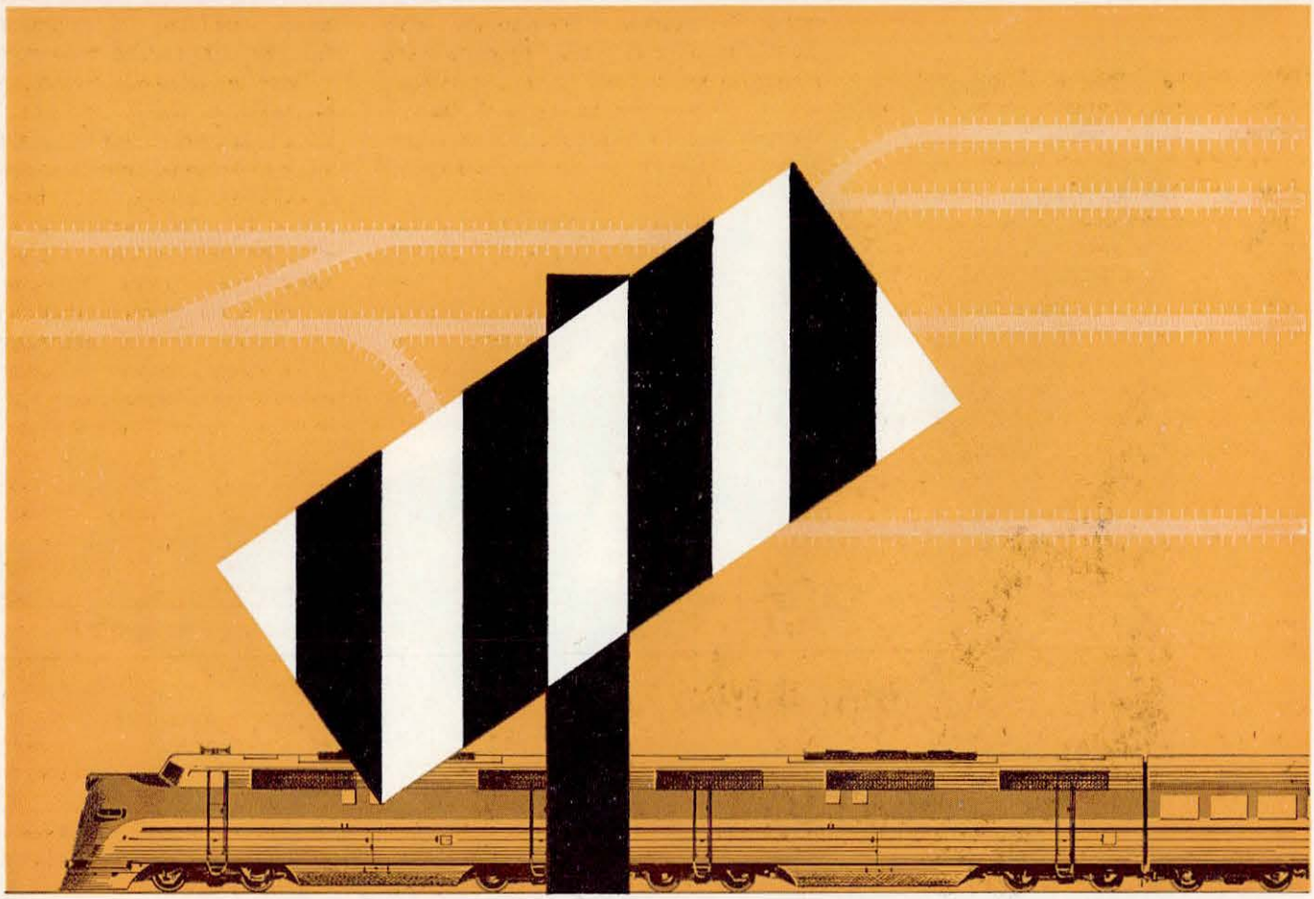
_____

_____

Quotation by name is ( ) is not ( ) authorized.

Name _____ Title _____

Company _____ City and State _____



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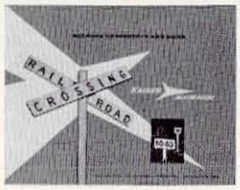

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Serving you during the past year has been a pleasure as well as a privilege. We look forward to providing you with an even greater measure of FRISCO'S fine transportation service, as . . . in the years to come . . . you SHIP ***IT*** ON THE FRISCO!

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Through busy Baltimore . . . Western Maryland Railway serves shippers who watch costs

Among Eastern seaboard cities, Baltimore has long been known as "The Money Saving Port", a title due to many advantages:

Start with efficient longshore workers. Add favorable port charges; and savings inevitable where cargo transfer is direct, via apron tracks.

Then credit Baltimore's strategic location. That makes for lower freight rates.

These help explain why, among all the Nation's ports, Baltimore stands No. 2 in import-export tonnage.

Now consider *special* advantages the Western Maryland offers you in its Port Covington Terminal:

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All these enable the Western Maryland to cut ship turnaround time, speed traffic off pier floors and contribute substantially to Baltimore's reputation as a money-saving port.

Can the Western Maryland trim handling costs for you? For the answer phone the WM foreign freight specialist in your city.

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PERSONAL attention to customers' shipping problems by this Erie traffic representative—and others like him—is an important part of the complete **customer service** Erie offers you.

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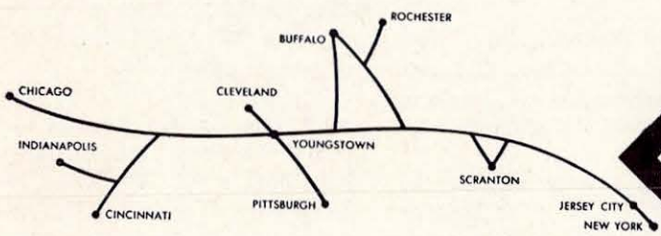
Customer service is much more than just a phrase on the Erie. It's a philosophy of running a railroad—of meshing the contributions of every department on the Erie *to fit your needs*. You'll see one important phase in action when you call in your Erie "partner" the next time you ship to or from the industrial area served by the dependable Erie.



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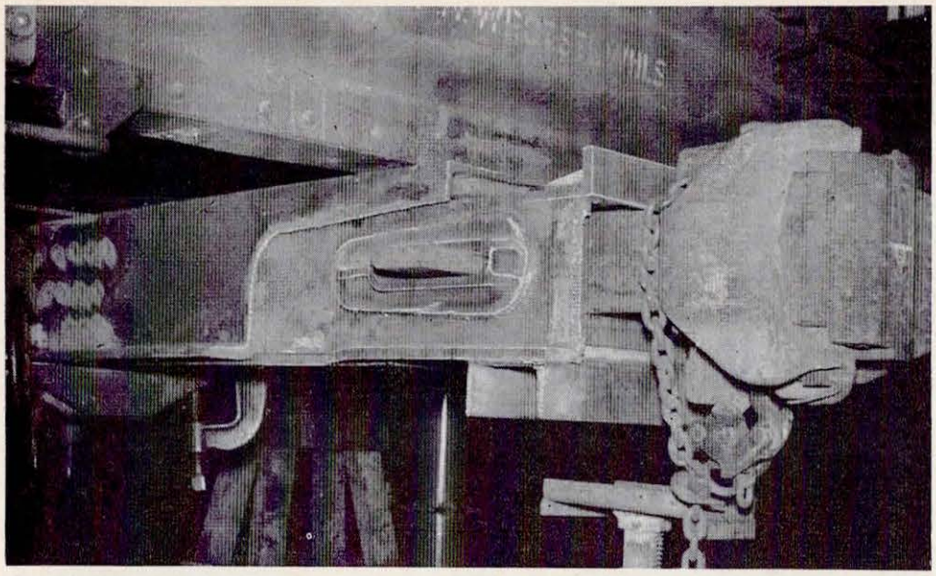
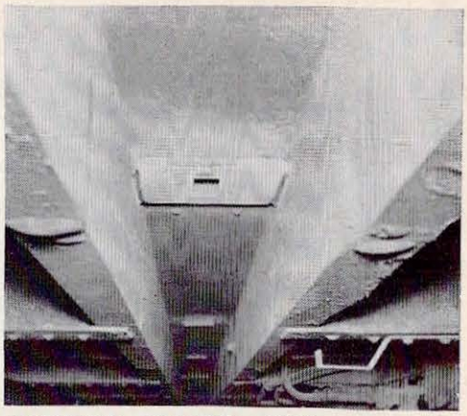
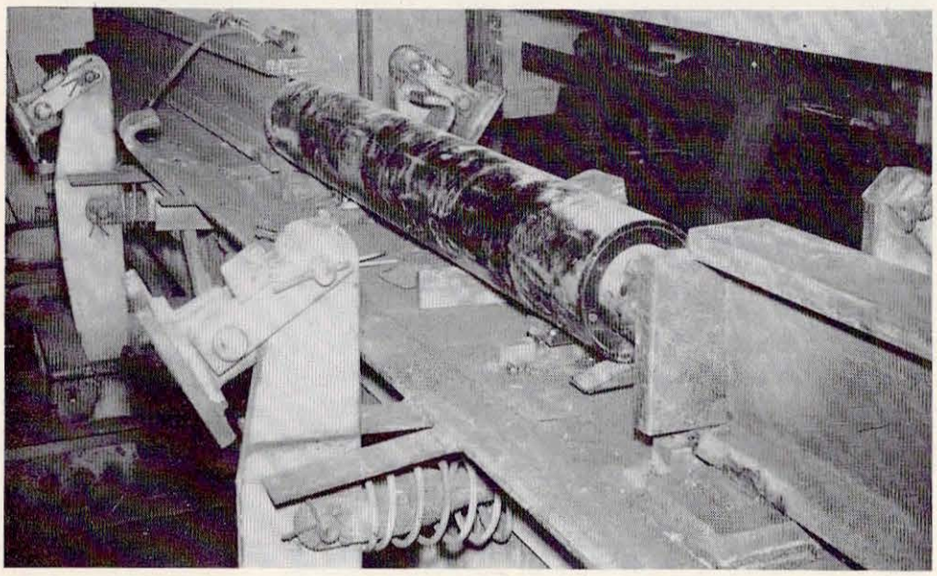


FLOATING CENTER SILL with components is positioned in existing center sill.



EXISTING CENTER SILL ready for application of floating sill. Slot takes key for rear end of cushioning element.



ONE OF TWO CUSHIONING ELEMENTS in jig ready for application.

Rock Island Cuts Damage Claims With 28 Converted Box Cars

Here's good news for shippers of automotive plate glass.

The Rock Island reports that 28 of its box cars have accumulated an excellent record of damage-free shipments of that commodity. The 28 units are conventional 50-ft box cars converted to Waugh super-cushioned underframe construction, type 130-8c.

Rock Island officers say that converting the cars eliminated the need to purchase new cars of special design. Labor and material costs per car are about one-quarter the cost of a new one, if the car already is equipped with load-restraining devices.

The cars operate between the Libby-Owens-Ford plant in Ottawa, Ill., and Fisher Body and General Motors plants in Kansas City, St. Louis, Atlanta, and Raymer, Cal.

During the past several months the cars made over 175 trips, with little or no breakage of the glass. Two small claims were made on 39 shipments to Kansas City. For comparison: Seven claims were reported out of 19 shipments made to the same destination in cars with a conventional underframe and a local restraining device. No exceptions were taken by the consignee on seven cars shipped to St. Louis.

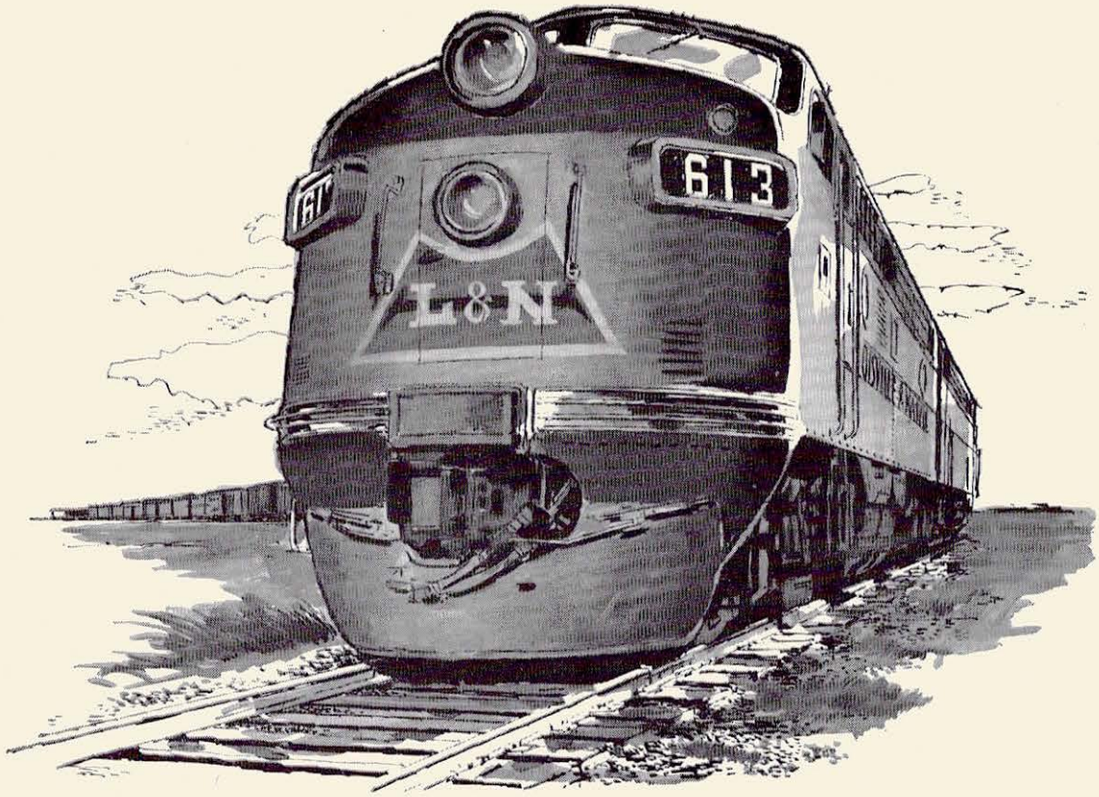
The 50-ton steel cars were previously equipped with so-called PD (permanent deck or permanent dunnage) loaders. In the conversion work done at Blue Island shops, the standard strikers and front draft lugs, draft gears and allied components, center filler and rear draft lugs were removed. The rest of the interior of the AAR "Z" section center sill was completely cleaned out of all spacers and diaphragm pans. A new center sill, complete with cushioning elements, was constructed from 10-in. SB channels, 33.6-lb per ft, cover-plated top and bottom and inserted in the existing center sill.

The two main cushioning units, one at each end, operate in a pocket formed by an integral abutment incorporated in a new center support casting and vertical keys attached to the old sill. This arrangement provides a continuous draft sill flexibility connected to the balance of the car structure.

Travel of the draft sill in either direction is a nominal 8-in. The buff unit behind each coupler provides an additional 3-in. movement, bringing the total cushioning travel to 11 in. The longitudinal cushioning capacity of the car is now 130,000 ft-lb., compared with the former capacity of 22,000 ft-lb., or approximately six times more.

Test applications of three car sets each of Allison Kar-Go bearings and American Brake Shoe Cartridge Bearing Units have been made. The other 25 cars are equipped with plain bearings and lubricator pads. One car was recently equipped with a counter to record center sill movements of 2, 4, 6 and 8 in. No complete closures have yet been recorded by this device.

WIDE OPEN FOR PROGRESS!



For 108 years the Louisville and Nashville Railroad's chief aim has been to provide a vital transportation artery for the nourishment of expanding southern economy. To accomplish this the L & N constantly invests in modernization of its facilities.

During 1958 L & N spent $43 million for improvements.

In 1959 L & N will spend over $45 million.

These large expenditures for new cars, buildings, improved tracks and signals and other improvements represent L & N's contribution to the Mid-South's growing economy and to faster and finer L & N service.

The L & N is "wide open" for progressive service for the progressive Dixie-Land.

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LOUISVILLE & NASHVILLE RAILROAD

Ideas For Better Shipping

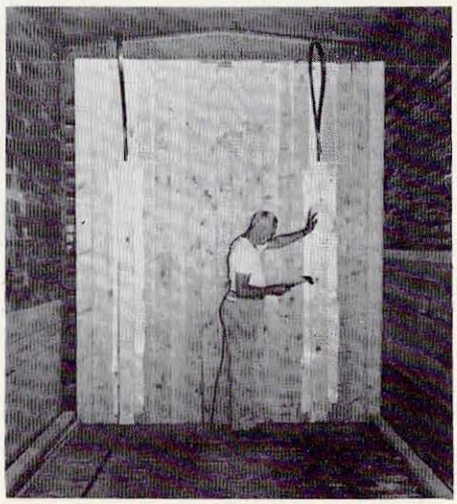
How Bundling and Bracing Protect Plywood Shipments

Careful bracing, plus bundling with steel strapping, has cut loading time 25 per cent and eliminated in-transit damage to carload shipments of plywood from Potlatch Forests, Inc., Lewiston, Idaho.

The special technique involves five distinct steps, as follows:

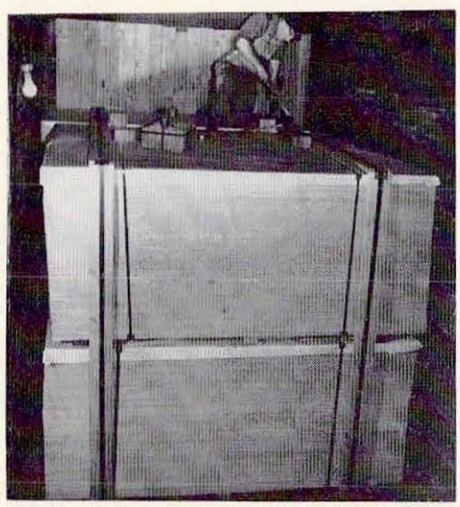
(1) Packaging—Size of plywood stacks is determined by specifications of the panels to be shipped and length of the box car designated for loading. Panels are then counted and piled on a protective bottom sheet of scrap veneer. The top panel in each stock is covered with heavy paper and held in place by tucking ends beneath the top plywood sheet. Two lengths of ⅝-in. by .020 steel strapping are placed around each unit, about 12 in. from each end, tensioned and sealed (illustration No. 1).

1 PLYWOOD PANELS are bundled with steel strapping. Unitized stacks are then transferred by lift truck to storage or railroad car. Note protective paper over top panel in each stack.



2 END WALLS are filled and squared with scrap lumber. Steel strapping is laid lengthwise on car floor and stapled to upright 2x6's, which are then nailed to the squared end walls of the car.

3 LIFT TRUCK MOVES steel-strapped units into end of the car. Two units are loaded in each pile, with separators between. Note paper door covering.



4 LOADED UNITS ARE secured in place by 2x6's laid across tops of piles, joined with uprights at either end of the load and securely steel strapped.

(2) Preparing the Car—A freight car for a shipment of plywood is first swept thoroughly and equipped with special doorway bulkheads covered with paper (illustration No. 3), to insure customers' receipt of the same grade of plywood as shipped.

Loaders then place two lengths of 1¼-in. by .035 steel strapping lengthwise on the floor in each end of the car and staple these bands to the end walls, which are padded, if necessary, with scrap lumber or veneer to provide a solid surface. After end walls are perfectly square and smooth, two pieces of 2x6 cut to the height of the load of plywood as estimated by the shipping foreman are placed vertically over the stapled steel bands, and nailed to the walls. Both lengths of strapping extend above the 2x6 verticals for tensioning over the top of each half-car plywood load (illustration No. 2). Finally, three bearing pieces are laid on the floor of the car.

(3) End Loading—Packaged plywood units for the end of the car are moved in one at a time by lift truck. The first is placed on the bearing pieces and shoved tight against the verticals on the end wall by bumping the side of the package with a 4x4 timber which cushions the thrust of the truck.

Two units are loaded in each pile. The second unit is placed on three separator pieces laid on top of the bottom unit to help stabilize the pile and provide access for truck forks (illustration No. 3). This top unit is also bumped against the vertical 2x6's on the end wall. Two vertical spacers are then placed against the front face of each pile to protect the edges of the panels.

The remainder of the loading in the end of the car follows the same procedure. In each case the units are nudged snugly into place against spacers between piles to eliminate any voids that might cause excessive movement during shipment.

As soon as one end of the car has been loaded, two 2x6's are placed lengthwise on top of the piles and nailed to the up-

rights on the end wall. Vertical 2x6's are also used on the front of the piles nearest the doorway area. These are nailed to the 2x6 lumber along the top and to the bearing pieces beneath the front piles.

Ends of steel strapping running under the piles are then brought over the top of the load from both the doorway area and the end of the car. After steel corner protectors are put in place at the top and bottom ends of the 2x6 lumber at the front of each half-car unit, the strapping is tensioned and sealed on top of the load (illustration No. 4).

The other end of the car is loaded and braced in exactly the same manner.

When loads in car ends have been braced, two 2x4 uprights are placed against the faces of these units and secured to 2x4 yokes laid crosswise along the top edges of the loads. These vertical spacers are designed to protect the unit of four bundles to be loaded in the doorway area.

(4) Doorway Loading—To load the doorway area, Potlatch Forests' shipping personnel lay two 1¼-in. by .035 straps across the car, and cover them with two 2x4's. A floor bearing piece is placed midway between the 2x4's.

Four steel-strapped plywood units are then placed in the doorway area in two piles of two units each, with separators between upper and lower units, and vertical spacers between piles.

Cross-bracing is driven between the framework placed against the faces of the half-car units and the doorway unit to eliminate possibility of load shift en route. The transverse steel straps are then brought over the top of the piles in the doorway area, tensioned and sealed.

Potlatch Forests' car loading method thus employs three braced units per carload of plywood. Each unit is securely braced tight against other protected units, which, in turn, are against spacers on end walls. This helps to prevent shift.

Steel strapping encircling the units eliminates edge damage and loose panels which frequently occurred in shipping unstrapped stacks. Unitizing also prevents sideways slippage of panels caused by rolling or rocking of car in transit.

(5) Unloading—Packaging also speeds up fork-truck handling in unloading. Customers merely cut the steel strapping bracing the loads and unload the steel-strapped bundles as units.

The packaging and loading methods were developed by Potlatch Forests shipping specialists with cooperation of Acme Steel Company, Chicago, manufacturer of steel strapping, tools and accessories.

Railroading After Hours with Jim Lyne

COURTEOUS TORONTONIANS—I've attended hundreds of "annual dinners" of various large organizations. All of them face one problem in common—that of getting the audience to quiet down to listen to the speaker, if there is one.

But this problem didn't arise at the annual dinner of the Toronto Railway Club, a couple of weeks ago. There was no scarcity of entertainment and conviviality. But, when CPR President "Buck" Crump was called upon to make his crisp and significant address, you could (literally) have heard a pin drop. There just wasn't any audience hubbub.

How explain the mature courtesy of Torontonians on such an occasion? Skill on the part of the presiding officer (General Manager Hankinson of the TH&B)? Caliber of the speaker? I don't know the reasons, but the result was mighty impressive to a lot of us visitors from south of the border.

EVER "COON" A TRAIN?—Lynn B. Coleman, assistant general manager, DL&W, who did his early railroading on the Rio Grande, asked me if I knew what it is to "coon a train." I pleaded ignorance and he told me that the expression means to walk over the top of a freight train while it is moving on the main line.

I recall, in the old days, that a lot of "31" orders used to be handed out at water stops. The conductor was expected to proceed over the top of the train from the caboose to the engine, to be near the tank and telegraph office when the water stop was made. In this way, he could sign for the orders and deliver them to the engineer while water was taken on, then catch the caboose on the fly.

I've seen a lot of "cooning" done—and even did some of it myself (but not recently). I never knew before, though, that there was a word for it.

EXTRA BOARD STEWARD—That champion railroad fan Rogers Whitaker, the magazine man, whom I mentioned here a couple of weeks ago, tells me that he is on the dining car stewards' extra board for a certain railroad. Every now and then, on call, he gets in a trip as a genuine railroad employee. He also tells me that another fellow on the same extra board is by profession an investment specialist, who also likes to get in some licks as a railroad man from time to time.

Mr. Whitaker takes some pride in looking like a railroader, even out of uniform. Recently, an old lady, who was one of his passengers last year and who gave him a 10¢ tip, recognized him far from the scene of his railroad work, as her last summer's dining car steward. His civilian clothes didn't fool her.

QUALITY RATIO—I know of a railroad where the president is working to develop a "quality ratio"—a figure which will tell him day by day what percentage of freight shipments (interline as well as local) were delivered to consignees in "par" time. He will also develop a figure for "per cent of par" for "overhead" movements. But he hasn't yet hit upon a practicable way of getting performance information on shipments originated on his railroad and delivered off-line.

The big initial job, of course, is to establish a reasonable "par" figure for all movements. When that is done, the waybill at the consignee's station or interchange point to a connecting line, will provide time-in-transit information to be compared to "par" for that particular run. I'd suppose, to be of most value, the ratio figure given the president should be in two parts: (1) the arithmetic percentage of "par" for all shipments and (2) the percentage of total shipments that were not less than, say, 90% of "par."

An executive who had information like this would know a lot more about the quality of his service than one who has to depend solely on the figures of on-time train performance.

HOLIDAY GREETINGS—Some time each year (preferably more frequently) it does no harm to take time out for a look past all the argumentative yammer that goes on, in and around the railroads, and to see how much genuine reason there may be for divided counsels. A fellow, I believe, shouldn't compromise his principles—but he also ought to be dead sure that it is his principles and not his self-esteem that his opponent is stepping on.

That's a hard goal to hit, but most of us come closer to it at this time of year than at any other. So Merry Christmas to everybody—and may 1959 be a far better year for all of us than 1958!

Chief Quanah says:

M.C.* AND H.N.Y.*

TO OUR

M.I.P.'s**

*freely translated means *Merry Christmas and Happy New Year to our*

**Most Important People—meaning you, our friends and customers, of course. We look forward to the pleasure of continued association during *the New Year*

Quanah, Acme & Pacific Railway Company

Your patronage is constantly solicited and always appreciated.

W. L. Richardson
Executive Vice President

BETWEEN EAST AND WEST Q A & P IS BEST!

(QA&P-Frisco-AT&N—ONE SYSTEM, 5000 miles serving nine states in the Southeast and Southwest)

We've Been Asked...

Do alternative minimum incentive rates differ?

An *"alternative minimum"* rate provides for:

(1) A specified rate, per 100 lb, on the basis of a low minimum carload weight; and

(2) A lower specified rate, per 100 lb, for the entire carload, on the basis of a higher carload weight.

An *"incentive rate"* provides for:

(1) A fixed rate, per 100 lb, which applies, no matter how heavily the car may be loaded, up to a specified minimum weight; and

(2) A reduced rate, per 100 lb, which applies to tonnage above the specified minimum.

For example, an "alternative minimum" might provide a rate of $1.00 per 100 lb for a 40,000-lb carload, and 90 cents per 100 lb, *on the entire load,* for a 60,000-lb carload.

An "incentive," on the other hand, might provide a rate of $1.00 per 100 lb for the first 40,000 lb loaded into a car, and 75 cents for every 100 lb over that 40,000-lb minimum.

The "alternative minimum" plan—which railroads have had for many years—makes it attractive for a shipper to load, if he can, to the higher minimum, because that gives him a lower rate on his entire shipment. But it's a "stop and go" proposition. There is no inducement for him to load anywhere between the two minimums, nor to load anything over the higher minimum, because his cost per 100 lb is always constant at one of the two specified rates.

The newer "incentive" plan gives the shipper a constant and continuing inducement to load every car as heavily as possible, because each additional 100 lb lowers his average rate. In the example cited, he would pay $400, at an average of $1 per 100 lb, for a 40,000-lb shipment. But if he loads 50,000 lb in the same car, he pays an average of only 95 cents per 100 lb (40,000 lb at $1.00, and 10,000 lb at 75 cents totals $475.00). And if he can load 80,000 lb, his average rate drops to 87.5 cents per 100 lb (40,000 lb at $1.00, and 40,000 lb at 75 cents, totals $700.00). On the alternative minimum plan, again using the figures cited above, the same 50,000-lb and 80,000-lb shipments would have cost $500.00 and $720.00, at respective averages of $1.00 and 90 cents per 100 lb.

PFE Reefer Means More Profit

California and Florida food shippers recently got a good look at PFE's first Compartmentizer-equipped mechanical reefer. They liked what they saw. Packaged frozen foods came through without damage, even after stopoffs to fill out the load and a multiplicity of interchanges. Pullman-Standard has improved its Compartmentizer gates and mechanism—and has augmented its box car application with a design for any standard refrigerator. PFE's is the first. At last count, 20 railroads have installed 971 Compartmentizer-equipped cars.

Newest appliance designed to help railroads recapture frozen food traffic is Pullman-Standard's reefer version of its Compartmentizer loading gates. A few weeks ago, the first car so equipped—PFE mechanical refrigerator No. 301212—turned in a glowing performance in a trip between California and Florida.

Shippers at three California loading points filled the car with frozen vegetables destined for Miami. Upon arrival, the car was reloaded with frozen orange concentrates and frozen peas for San Francisco and Sacramento. And since then, the car has been relayed back and forth in controlled service, showing shippers how adjustable gates which hold the load securely can slash losses and boost profits.

Here is the day-by-day account of the first trip:

September 23: Car was partially loaded at Santa Maria, Cal., on the Santa Maria Valley Railroad by Santa Maria Cold Storage Co. Five hundred cases of frozen broccoli and 600 cases of lima beans went into the A end and the Compartmentizer gates were swung into place. Total weight of load: 19,800 lb.

September 25: At Santa Cruz, 200 miles away on the Southern Pacific, the B end was loaded with 791 cases of brussels sprouts and 354 cases of leaf spinach. The Compartmentizer gates were locked against the load in a staggered position. The lading picked up at Santa Cruz weighed 20,510 lb. Shipper was Union Ice & Cold Storage Co.

September 27: Merchants Refrigerating Co. placed 1,161 cases of spinach weighing 20,898 lb in the car doorway at Modesto. Then, with a total load of 3,406 cases weighing 61,208 lb, PFE's reefer moved out over the Modesto & Empire Traction, back to the SP, and on to Florida on a routing which included Union Pacific, Burlington, Louisville & Nashville, Atlantic Coast Line and the FEC.

October 6: PFE 301212 arrived in Miami.

October 7: The car was spotted for the consignee, Food Fair Stores, Inc., in the morning. On hand to witness the unloading were some 30 railroaders and shippers. The door was opened and, in the words of representatives on hand, the load was found to be in excellent condition. The car's interior temperature had remained at 4 deg below zero. The Compartmentizer gates had held the load securely. There was no damage to load or gates.

With its initial trip successfully behind it, the car was turned and sent back to California promptly. On Oct. 10 it left Winter Garden loaded with 2,700 cases of orange concentrates for Safeway at Sacramento and San Francisco. At Columbus, Ga., an additional 100 cases of peas were added to the doorway load, bringing the total weight of the shipment up to 73,750 lb. The doorway area load was destined for Sacramento; the two end sections were unloaded at San Francisco.

Pullman-Standard thinks its Compartmentizer is the first safe-loading device to be installed in a mechanical refrigerator. But if first reports are any indication, shippers will be demanding more of them.

COMPARTMENTIZER GATES in mechanical reefer are first to have new operating levers. Also, they provide more clearance at top of car. Shipper who loaded end of car used another advantage: gates can be locked in staggered position.

Modernized Compartmentizer . . .

now comes in sizes to fit any standard refrigerator car, as well as standard and insulated box cars. Pullman-Standard has redesigned the gates so they are both stronger and easier to operate. They'll cost less to maintain, too. The new gates have locking levers of cast steel. A new design permits faster, easier "straight-line" operation. With the new locks, a rack-and-pinion mechanism gives the operator a 5-to-1 mechanical advantage. Newly designed gates can swing a full 180 deg, effectively removing the chance of damage to the gate pivot post if the gates are unlocked and free to swing when the car is moved. With the former design, the gates could swing through only 90 deg. Greater loading height has been achieved by elimination of diagonal braces at the top of the gate installation. One inch more lateral clear area between the gates when they are in open position is another advantage of the new design.

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For specific schedule or tracing information contact our traffic offices in Boston, Mass.—Chicago, Ill.—Cleveland, Ohio—New Haven, Conn.—New York, N.Y.,—and Pittsburgh, Pa.

R. C. Winchester G.F.T.M.
WARWICK, NEW YORK

LEHIGH and HUDSON RIVER RAILWAY COMPANY
"The New England Freightway"

Shippers' Guide

Atlantic Coast Line

. . . Perishable Schedules

Perishable schedules for 1958-1959 shipping season have been reissued and are now being distributed. Copies are available from R. C. McLemore, freight traffic manager, Wilmington, N. C.

Bangor & Aroostook—Maine Central—Boston & Maine

. . . New Freight Train

These three New England railroads have jointly inaugurated a new fast freight train which will cut one full day off previous transit time between Aroostook county, in northern Maine, and Boston. The new train—named the "North Star"—will leave Caribou, Me., at noon; Presque Isle at 12:45; Mars Hill at 1:30; and Houlton at 2:30. Boston arrival will be at 5:00 a.m. next day (first morning), with cars to be set for unloading immediately. Between Houlton and Boston the train will stop only at railroad junction points.

The train is described as "another direct benefit to shippers resulting from a conference of New England railroad presidents in Portland last month." It follows late-November inauguration of northern New England piggyback service, which was also a result of that conference.

Chesapeake & Ohio

. . . Car Line Changes

C&O has established the following LCL car lines: Toledo, Ohio, to Grand Rapids, Mich.; Toledo (NYC) to Grand Rapids; Buffalo, N. Y. (NYC) to Grand Rapids; Pittsburgh (PRR) to Grand Rapids; Chicago (CB&Q) to Ashland, Ky.; and Chicago (CB&Q) to Clifton Forge, Va.

It has discontinued these car lines: Toledo to Detroit; Toledo (NYC) to Detroit; Buffalo (NYC) to Detroit; Pittsburgh (PRR) to Detroit; and Chicago (CB&Q) to Cincinnati.

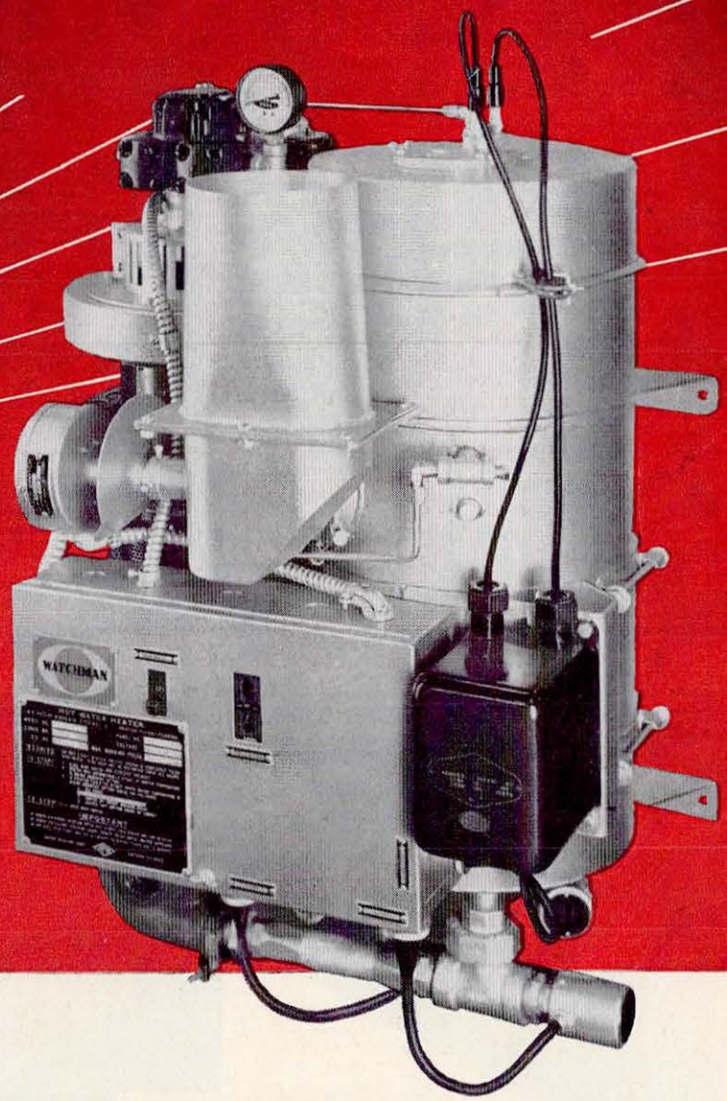
Chicago & North Western

. . . Schedule Change

Has shortened by one day schedule of its freight train No. 256, from Belle Fourche, S. D., to Missouri Valley, Iowa, and Chicago. Train now leaves Belle Fourche at 5:30 p.m., arriving Missouri Valley 9:00 p.m. next day, with connecting train No. 252 arriving Proviso Yard (Chicago) 9:00 p.m. second day. The schedule change will affect particularly, movements of bentonite from Belle Fourche territory to points east of Mis-

(*Continued on page 42*)

returns 50¢ annually of every dollar invested
by keeping engines warm without idling



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(*Continued from page 40*)

souri Valley and south of Omaha.

(See also item on Western Railroads, below.)

Denver & Rio Grande Western

. . . Train Schedules and Symbols

Has revised both eastbound and westbound freight train schedules, on an experimental basis, for better eastern and western connections.

Has discontinued use of eastbound train symbols SPF and WPF and established new symbols PSW and MSW. PSW indicates perishable freight from Southern Pacific and Western Pacific; MSW indicates merchandise from the same roads. Westbound Rio Grande trains will continue to carry the same symbols as in the past.

Milwaukee

. . . Flexi-Van Service

Has inaugurated Flexi-Van service between Chicago and the Twin Cities. The operation will be extended later to Omaha and Kansas City.

(See also item on Western Railroads, below.)

Pennsylvania

. . . LCL Changes

Has concentrated all Philadelphia less-carload traffic at Federal Street station, and discontinued handling of inbound and outbound LCL at separate facilities. Purpose of the change is to improve pick-up and delivery service in the Philadelphia area by permitting more efficient use of trucking equipment.

Has established new box car classifications from Baltimore to Hornell, N. Y. (Erie); Chicago to Johnstown, Pa.; and East St. Louis to Fort Wayne, Ind.

Has also inaugurated a new motor truck operation between Hagerstown, Md., and Clearbrook, Va., and Winchester.

. . . Tri-Belt Cars

Has installed Sparton Tri-Belt loading equipment in 25 X29d cars for handling shipments out of the American Seating Company, Grand Rapids, Mich. Cars are painted blue and silver with red keystone.

Soo Line

. . . Guaranteed Rate

Has proposed to the Western Trunk Line Committee a "guaranteed rate" on steel and wrought iron pipe and tubing moving in carloads (80,000 lb minimum) from Saulte Ste. Marie, Ont., to Chicago and nearby points taking Chicago rates. The guaranteed rate, designed to meet

water competition, would be $10.05 per ton against an existing rate of $12.18 per ton. It would be based on shipper agreement to move by rail at least 90 per cent of tonnage of the stated commodities between the specified points.

Toledo, Peoria & Western

. . . Schedule Changes

The TP&W has coordinated its perishable schedules with those of its western connections, to provide the same service as all competitive routes from California-Arizona origins.

Western Railroads

. . . Schedule Reductions

A number of western railroads have announced additional schedule reductions which now provide the fastest regular freight service ever offered by rail between Chicago-St. Louis and the San Francisco and Los Angeles areas.

Fastest of the new schedules—60 hr overall—are offered from Chicago by the Milwaukee and Chicago & North Western, and from St. Louis by the Wabash, all in connection with the Union Pacific and Southern Pacific. The Chicago trains are scheduled out at 6:00 p.m., daily, the St. Louis train at 7:30 p.m., with third-morning arrival at Los Angeles and San Francisco and delivery later the same day. Trains are planned to handle merchandise, including forwarder and piggyback traffic.

Santa Fe, Rock Island and Burlington, in connection with Southern Pacific, Rio Grande and Western Pacific, are offering 70-hr merchandise and TOFC schedules on a tri-weekly basis, with third-evening arrival and fourth-morning delivery at Coast points. These schedules provide Monday, Friday and Saturday night departures, with an additional Thursday departure on the Rock Island.

The new 60-hr schedule represents almost a 50 per cent reduction in time from schedules offered last January. Those called for sixth-morning delivery, which was reduced to fifth-morning arrival by western railroads generally in February (Railway Freight Traffic, July, p. 20).

Traffic Publication

HOW TO STACK AND LOAD CORRUGATED SHIPPING BOXES. 16 pages. Illustrations. Hinde & Dauch, Dept. RA, Sandusky, Ohio.

Copy and illustrations cover effective methods of estimating storage space, distributing load weights, handling, identification, and use of gates, bulkheads, barricades, etc.

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making some important deliveries

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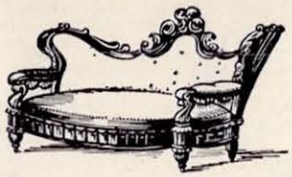

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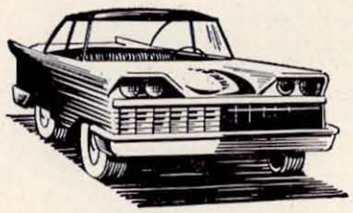


or sedans

or Texas pecans

The better way is Santa Fe

No matter what you ship, you can depend on the "know-how" of Santa Fe's traffic men to properly serve you. Call your nearest Santa Fe traffic office and have the longest railroad in the country go to work for you.

Santa Fe

Facts and Figures

Dividends Declared

AKRON, CANTON & YOUNGSTOWN.—reduced, 25¢, paid Nov. 15 to holders of record Nov. 3.

ALABAMA GREAT SOUTHERN.—6% participating preferred, $4, semiannual, payable Dec. 24 to holders of record Dec. 4.

ALBANY & VERMONT.—$1.25, paid Nov. 15 to holders of record Nov. 1.

ALLEGHENY & WESTERN.—guaranteed, $3, semiannual, payable Jan. 1, 1959, to holders of record Dec. 19, 1958.

ATCHISON, TOPEKA & SANTA FE.—common, 30¢, quarterly, payable Mar. 2, 1959, to holders of record Jan. 23; 25¢, extra, payable Jan. 9, 1959, to holders of record Dec. 5, 1958; 5% non-cumulative preferred, 25¢, quarterly, payable Feb. 2, 1959, to holders of record Dec. 26, 1958.

BALTIMORE & OHIO.—common, extra, 50¢, paid Dec. 19 to holders of record Nov. 28. Preferred, $1, quarterly; common, 37½¢, quarterly, both payable Mar. 23, June 22, Sept. 21, and Dec. 21, 1959, to holders of record Feb. 20, May 22, Aug. 21 and Nov. 27, 1959.

BEECH CREEK.—50¢, quarterly, payable Jan. 1, 1959, to holders of record Dec. 15.

BESSEMER & LAKE ERIE.—$3 preferred, $1.50, semiannual, paid, Dec. 1 to holders of record Nov. 14.

CHESAPEAKE & OHIO.—common, $1, quarterly, paid Dec. 20 to holders of record Dec. 1; 3½% convertible preferred, 87½¢, quarterly, payable Feb. 1, 1959, to holders of record Jan. 7.

CHICAGO, BURLINGTON & QUINCY.—$2, payable Dec. 23 to holders of record Dec. 5.

CHICAGO GREAT WESTERN.—stock division, 2½%, payable Jan. 6, 1959, to holders of record Dec. 15, 1958.

CHICAGO, ROCK ISLAND & PACIFIC.—40¢, quarterly, payable Dec. 31 to holders of record Dec. 12.

CINCINNATI, NEW ORLEANS & TEXAS PACIFIC.—$4, semiannual, payable Dec. 22 to holders of record Dec. 2.

DELAWARE & BOUND BROOK.—50¢, quarterly paid Nov. 20 to holders of record Nov. 13.

DENVER & RIO GRANDE WESTERN.—62½¢, quarterly, paid Dec. 15 to holders of record Dec. 5.

ERIE & PITTSBURGH.—87¢, quarterly, paid Dec. 10 to holders of record Nov. 28.

GULF, MOBILE & OHIO.—year-end, 50¢ paid Dec. 15 to holders of record Nov. 25; $5, preferred, $1.25, quarterly, payable June 8, 1959, to holders of record May 18.

KANSAS CITY SOUTHERN.—$1, quarterly, payable Dec. 31 to holders of record Nov. 28; 4% preferred, 50¢, quarterly, payable Jan. 15 1959, to holders of record Dec. 31, 1958.

KANSAS, OKLAHOMA & GULF.—6% preferred A, $3, semiannual, paid Dec. 1 to holders of record Nov. 21.

MAINE CENTRAL.—5% preferred, $1.25, accumulation, paid Dec. 1 to holders of record Nov. 15.

MASSAWIPPI VALLEY.—$3, semiannual, payable Feb. 1 to holders of record Dec. 31.

MISSOURI PACIFIC.—Class A, 60¢, payable Jan. 2, 1959, to holders of record Dec. 15, 1958.

NASHVILLE & DECATUR.—93¾¢, semiannual, payable Jan. 2, 1959, to holders of record Dec. 19, 1959.

NEW YORK, CHICAGO & ST. LOUIS.—50¢, quarterly, payable Jan. 2, 1959, to holders of record Nov. 28, 1958.

NORFOLK & WESTERN.—90¢, quarterly; extra, 40¢, both paid Dec. 10 to holders of record Nov. 6.

NORTHERN PACIFIC.—20% stock dividend, payable Dec. 24 to holders of record Dec. 3.

NORTH PENNSYLVANIA.—$1, quarterly paid Nov. 25 to holders of record Nov. 18.

PHILADELPHIA & TRENTON.—$2.50, quarterly, payable Jan. 12, 1959, to holders of record Dec. 31.

PITTSBURGH, FORT WAYNE & CHICAGO.—$1.75, quarterly, payable Jan. 2, 1959, to holders of record Dec. 10, 1958; 7% preferred, $1.75, quarterly, payable Jan. 6, 1959, to holders of record Dec. 10, 1958.

PITTSBURGH, YOUNGSTOWN & ASHTABULA.—7% preferred, $1.75, quarterly, paid Dec. 1 to holders of record Nov. 20.

READING.—4% non-cumulative 1st preferred, 50¢, quarterly, paid Dec. 11 to holders of record Nov. 20.

RICHMOND, FREDERICKSBURG & POTOMAC.—75¢, quarterly; common and dividend obligations, $1, extra; 6% guaranteed and 7% guaranteed, $1.75, extra, all paid Dec. 16 to holders of record Dec. 2.

SOUTHERN PACIFIC.—75¢, quarterly, payable Dec. 22, to holders of record Dec. 1.

UNION PACIFIC.—30¢, quarterly; 40¢, extra, both payable Jan. 2, 1959, to holders of record Dec. 8, 1958.

VIRGINIAN.—50¢, quarterly, paid Dec. 17 to holders of record Dec. 10.

Organizations

AMERICAN ASSOCIATION OF TRAVELING PASSENGER AGENTS.—Newly elected officers are: President, E. H. Nelson, general freight and passenger agent, Denver & Rio Grande Western, Columbus, Ohio; first vice president, H. F. Willis, general agent, Burlington, Quincy, Ill.; second vice president, T. F. Underwood, Frisco, Oklahoma City, Okla.; secretary-treasurer, R. T. Mollencott, Southern passenger agent, Wabash, St. Louis.

RAILWAY TIE ASSOCIATION.—W. L. Winham of the T. J. Moss Tie Company, St. Louis, elected president of this association.

N&W's Saunders Sees Good Coal Outlook

"The outlook for coal in an energy-starved world is extraordinarily promising," Norfolk & Western President Stuart T. Saunders has told the New York Society of Security Analysts.

"With economic activity increasing and steel production rising," Mr. Saunders said, "coal output is again on the way up."

He predicted that next year should be about 10 per cent better than 1958, or in the neighborhood of 440,000,000 to 450,000,000 tons. And, although citing the uncertainties of the export market, Mr. Saunders was "confident that over the long run conditions will improve and that high-grade American coal will continue to find a large market in Western Europe." He estimated that Western Europe's fuel needs will triple in the next 20 years. But he also warned that Russia's coal production may soon outstrip that of the U.S.

Dismissing the immediate threat of atomic energy as a factor in steel production, Mr. Saunders said "our studies . . . do not indicate any cause for alarm in the foreseeable future, so far as the coal industry is concerned."

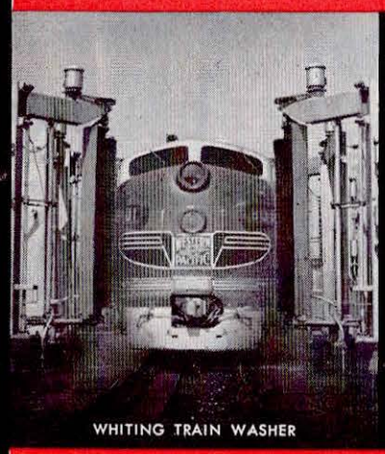
He cited as principal markets for coal the steel and electric power industries.

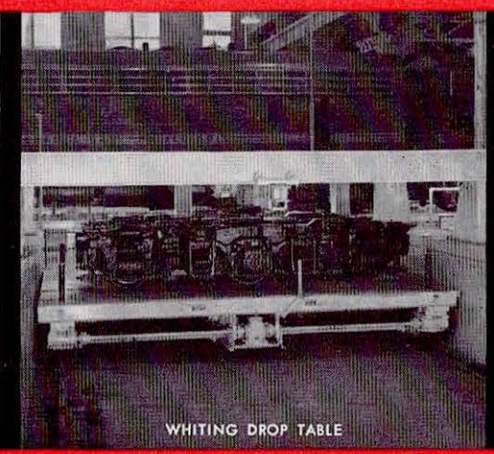
Mr. Saunders also told the analysts of cost-cutting and modernization steps that the N&W has taken to improve its profit picture. He said that dieselization is such that "for the year 1959 we will be able to handle about 90 per cent of our freight train miles and 80 per cent of our yard engine hours with this type of motive power." An order for 268 diesel units, placed in June, is now being delivered at a rate of 16 a month, he said.

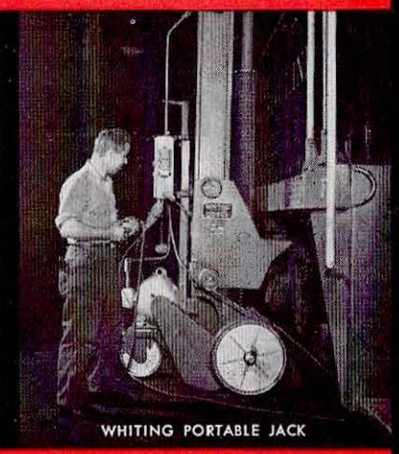
As for the proposed merger of the N&W with the Virginian, Mr. Saunders said that substantial savings would be accomplished and that the two lines are "quite serious . . . "

87 OF AMERICA'S "FIRST HUNDRED" CORPORATIONS ARE WHITING CUSTOMERS!

WHITING TRANSFER TABLE


WHITING TRAIN WASHER


WHITING DROP TABLE


WHITING PORTABLE JACK

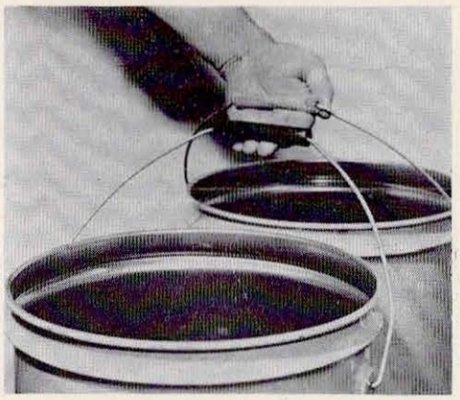
Maintenance "money-savers" for modern railroads!

With Whiting Railroad Equipment in the yard, locomotives and cars return to work faster—rolling—instead of being on the inactive list! The Whiting Transfer Table saves time, saves money . . . speeds repairs by moving cars and engines to repair shops when needed! Whiting Drop Tables provide lower cost truck and wheel changes. For safer, easier lifting, nothing compares to Whiting Electric Portable Jacks. Whiting Train Washers send entire trains on their way in minutes, gleaming bright as the rails they ride on!

For information on how Whiting Railroad Equipment can work for you, write today . . . specify by name the product you're interested in!
Whiting Corporation, 15603 Lathrop Ave., Harvey, Illinois

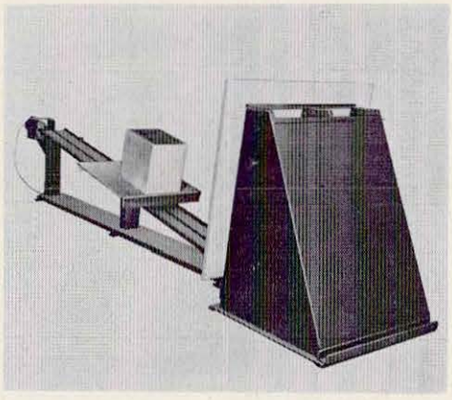
WHITING RAILROAD EQUIPMENT

New Products Report (More on Page 48)



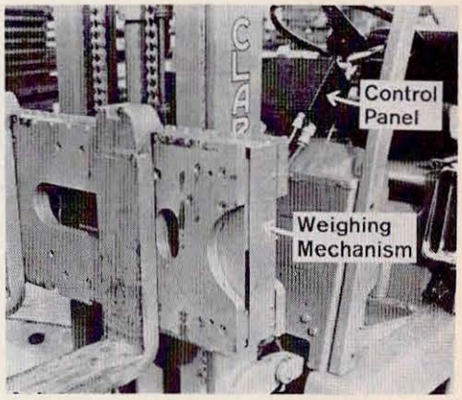
Plastic Pail Handle

A new plastic handle grip for steel shipping pails has been designed to replace traditional wooden and metal grips which may deface customer trademark colors, lithographed advertising or product labels on pails during rail or truck shipment. Extensive tests are said to have shown that the plastic did not damage container surfaces during simulated cross-country freight car rides, while wooden grips wore painted surfaces down to bare steel within a few minutes. *Vulcan Containers, Inc., Dept. PR1-RA, Bellwood, Ill*



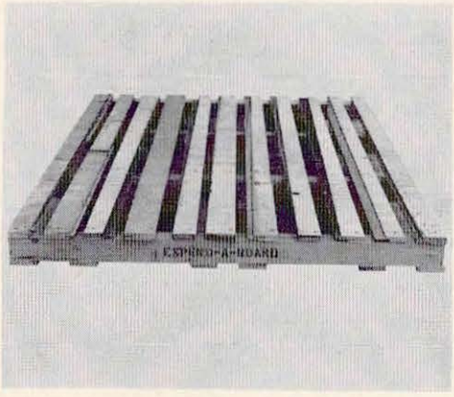
Package Tester

A new and smaller Conbur incline-impact package tester, with 400-lb capacity, is said to be ideally suited for conducting impact tests on small appliance, furniture, food and drug packages and other items too small to be economically tested on larger machines. When used in conjunction with the L.A.B. 400-lb vibration package testing machine and the 100-lb drop tester, both of which are already in wide general use, complete NST and ASTM tests can be performed. *L.A.B. Corp., Dept. RA, 1036 Onondaga st., Skaneateles, N. Y.*



Lift-Truck Scale

A 5,000-lb-capacity weighing attachment for lift trucks, accurate to 0.2% of its capacity, is now available for 3,000-, 4,000- and 5,000-lb "Clarklift" trucks. According to the manufacturer, the high degree of accuracy makes the device practical for checkweighing receivables, weighing intra-plant shipments, inventory control by weight, batch process weighing and checkweighing freight shipments. *Clark Equipment Company, Dept. RA, Industrial Truck Division, Battle Creek, Mich.*

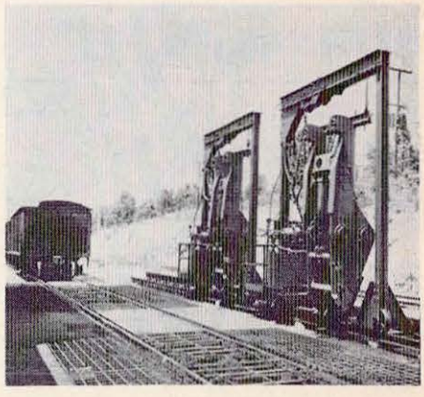


Expendable Pallet

Protection from damage and pilferage, plus savings in time and cost of handling unitized loads, are advantages claimed for a new expendable pallet developed jointly by Encinal Terminals and Weyerhaeuser Timber Company. Fabricated from heavy plywood trim, heretofore considered useless, the "Expend-A-Board" pallet is inexpensive enough to discard or destroy, yet rugged enough for continued use or resale. Basically, it consists of fir stringers and plywood trim strips. *General Box Distributors, Dept. RA, San Francisco.*

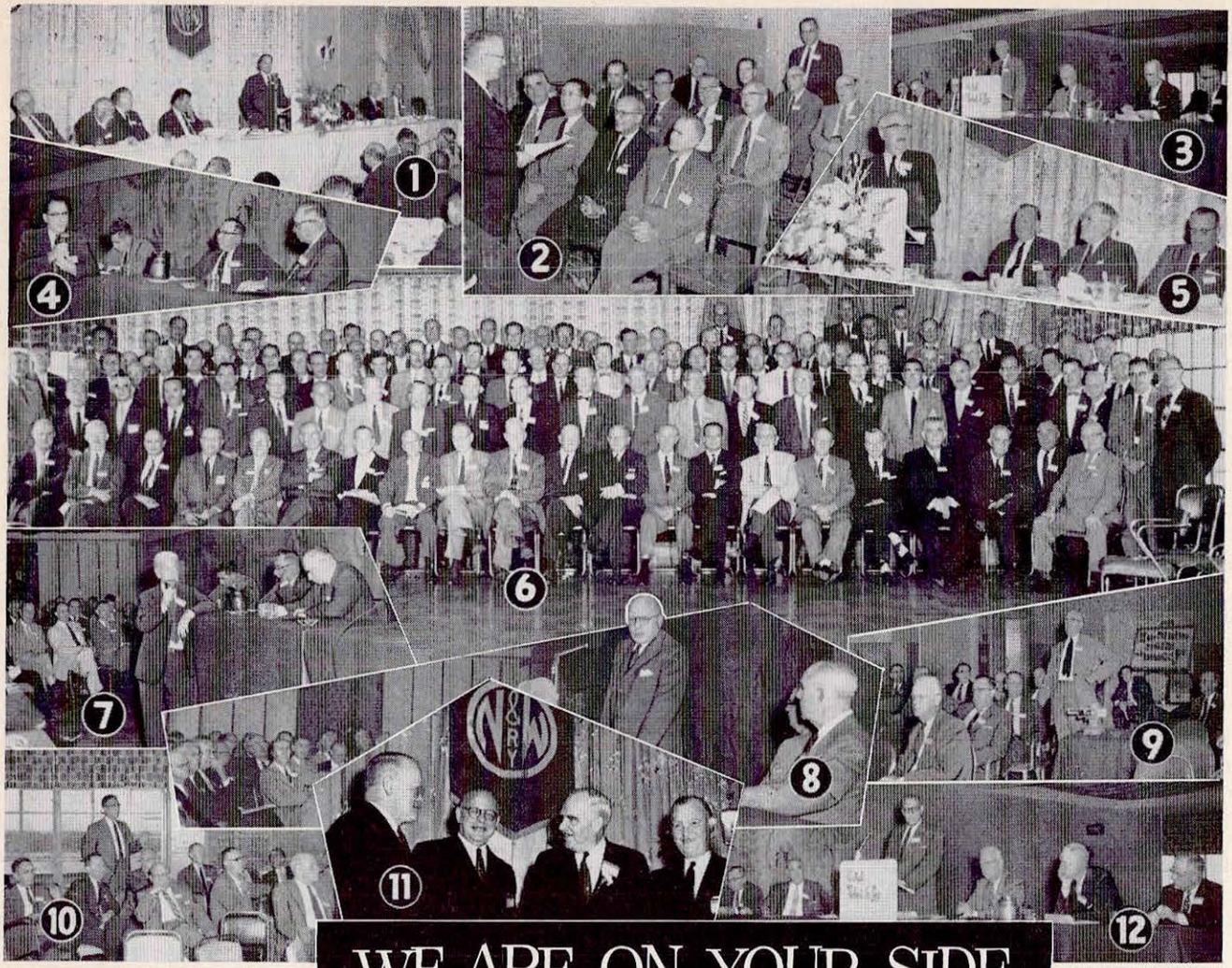
Retaining Strips

The "Standard Retaining Strip" for freight-car door loading is now available in 100-lb Kraft paper. The new "Superior Retaining Strip," for products that are unusually difficult to hold in place, is available in asphalt fiberglass laminated paper. For near-side or through-car loading, they may be cut in two after nailing; then quickly retensioned and sealed from the outside. They come in sizes to accommodate 6-ft and 10-ft doors. *Signode Steel Strapping Company, Dept. RA, 2600 North Western ave., Chicago 47.*



Hydraulic Car Shaker

A hydraulically powered car shaker is designed to provide maximum efficiency in unloading hopper-bottom railroad cars with a minimum of noise. One man controls the entire operation. The new "Carquake" is available in two models: Type "B" stationary, and Type "C" rail-mounted and propelled by a hydraulic motor at speeds up to 50 fpm. In operation, either type becomes an integral part of each car to which it is attached. *Stephens-Adamson Mfg. Co., Dept. RA, Engrg. Div., Ridgeway ave., Aurora, Ill.*



WE ARE ON YOUR SIDE

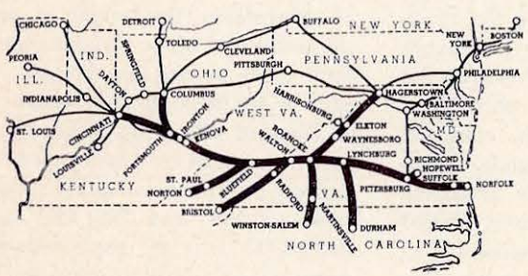
During the Norfolk and Western's recent Seventh Annual Traffic Department Sales and Service Conference, 140 N&W traffic men from key cities of the country and top executive officers eyed their railroad from your viewpoint . . . as if they themselves were shippers.

Many challenging problems were met head on in unrestrained discussion. And the bare facts of N&W service — shortcomings as well as advantages — were examined freely and objectively. The result: a clearer understanding of your needs.

This attitude will be reflected by your N&W freight traffic Sales and Service representative. More than ever, he stands ready to serve you on a moment's notice . . . to provide dependable facts and information . . . special service or equipment . . . competitive rates . . . in short, to virtually become a member of your own traffic team.

We mean it, Mr. Shipper, when we say . . . *we are on your side.*

(1) *Vice President and General Counsel J. P. Fishwick's talk climaxed the meeting.*
(2) *The Passenger Traffic Department representatives at their meeting.*
(3) *Vice President F. S. Baird discussed with delegates some of the objectives and problems facing the Traffic Department.*
(4) *An operating official answers a question from the floor during a panel discussion.*
(5) *Governor Luther H. Hodges of North Carolina told the delegates that the railroads are important to the state's progress.*
(6) *Sales and Service men and top executives who attended the Traffic Conference.*
(7) *A question being answered from the floor.*
(8) *President Stuart T. Saunders addressing the delegation.*
(9) *A Coal Traffic representative speaks during their meeting.*
(10) *A delegate speaks during the Foreign Freight Traffic meeting.*
(11) *Officials of the Railway have brief chat with Governor Hodges (3rd from left), the dinner speaker.*
(12) *A general discussion panel.*

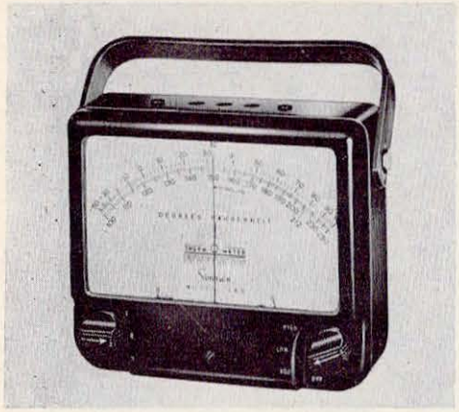


N&W freight traffic Sales and Service representatives are located in 39 key cities of the U. S. Their advice and information are dependable . . . and they are eager to serve you. Call on them.

Norfolk and Western RAILWAY

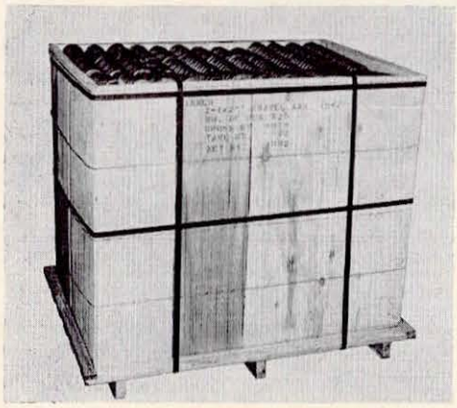
PRECISION TRANSPORTATION

New Products Report (Continued from Page 46)



Dual Range Therm-O-Meter

A dual range Therm-O-Meter with a self-shielded core magnet meter movement is designed for measuring temperatures of gas, liquid, or solids used in air-conditioning, heating, refrigeration, freezer storage, etc. Model 389-3L has two ranges (−50 to 100 deg F and 100 to 250 deg F). It can accommodate three leads simultaneously with separate readings through one selector switch. Readings are made in seconds and overall accuracy is plus or minus 3 deg. F. *Simpson Electric Co., Dept. RA, 5200 W. Kinzie St., Chicago 44.*



Palletized Shipment

ASF freight car truck springs are available for shipment in palletized boxes at no added cost. The new method, according to the company, permits handling springs in large, neat, easy-to-store units, rather than as tangled piles of springs shipped loose. Among the advantages cited: dollar savings to the railroad through faster, safer unloading; better utilization of storage space; quicker inventory tally. *American Steel Foundries, Dept. RA, Prudential Plaza, Chicago 1, Ill.*

Grain Door

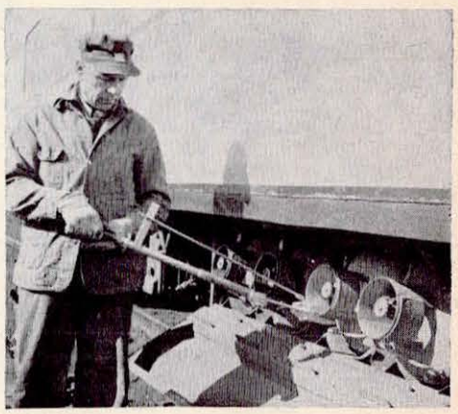
The Shamrock grain door, designed for barricading box car doorways 7, 8 or 9-ft. wide, is available in heights from 18 to 120 in. It is constructed of high-tensile, fiber-glass reinforced paper backed by 2x3-in. hardwood horizontal beams. Bevels make the 3 in. section ⅛ in. thick at each end. Pre-drilled nail holes are provided. Beams and paper extend 12 in. beyond each door post, utilizing the pressure of the lading to make a leak-proof seal. *George T. Murphy Co. Inc., Dept. RA, 1539 Morrow Ave., N. Chicago.*

Wheel-Type Ditcher

A wheel-type ditcher, model 774, is a crawler-mounted unit featuring a 5-ft 6-in. digging depth, and widths, adjustable in 1-in. increments, from 18 to 30 in. Innovations are widespread use of hydraulic power transmission; a flexible connection between chassis and digging wheel; an electric, magnetically actuated overload release clutch and a reversible, hydraulically driven spoil conveyor. The forward "crowding" speeds are controlled through a patented hydraulic drive, "Hydra-Crowd." The dual, flexible connection between wheel and chassis permits a 10-deg pivot while digging. When especially rough terrain is encountered, or when necessary to dig on a curve, the inside connection telescopes, avoiding the strain which would be placed on a rigid chassis under similar circumstances. Power to the digging wheel is transmitted through a single, telescoping drive shaft, equipped with a universal joint at both ends. Direction of belt travel is instantly reversible and belt speed can be instantly varied from 200 to 650 ft per min., according to the manufacturer. *Barber-Greene Co., Dept. RA, 400 N. Highland Ave., Aurora, Ill.*

Portable Power Supply

A portable power source for AC or DC current is now available in Model P14-65 ToroPak. The unit supplies 110-volt, 60-cycle single phase power up to 200 watts continuous output for eight hours or more. It also provides 12-volt DC power for an extended period. The unit can be recharged with AC or DC current in several hours. It's available with either conventional or transistorized circuit. Model P14-65 unlatches into two identical units for easy carrying. *Francis Brothers, Dept. RA, 446 C. St., Tustin, Calif.*



Propane Tank Weighing Device

This device is said to provide a method of determining the weight of propane in the under car tanks without removing the tank from its bed on the car. The steel unit is 40 in. long and weighs nine lbs. A segment of spring steel of calibrated length provides the elastic member which deflects in proportion to the weight of the tank. A "GO" and "NO GO" marker on the handle tells the mechanic when it is necessary to exchange propane tanks. *Automatic Steam Sales Company, Dept. RA, 4452 West 16th st., Chicago 23.*

Vol. 1, No. 2

Railway Executive News

Published by SERVO CORPORATION OF AMERICA, Railroad Products Division
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20-20 Jericho Turnpike, New Hyde Park, L. I., N. Y.

NO-SMOKE IS NO LONGER SURE-FIRE JOURNAL OK

Increased use of better oils, better lubricators and tighter cover seals has created one new problem for harassed trainmen—dangerously hot journals can no longer be counted on to advertise with easily spotted smoke signals.

Many defective journal boxes using improved lubrication methods can run up unusually high temperatures without a sign of smoke. This makes it easy for them to be overlooked by track-side observers. These hot boxes can be spotted only by the SERVOSAFE Detective, which "sees" thermally.

So tricky are these smokeless hot boxes that crewmen have been fooled even after they have been brought to the exact journal by the SERVOSAFE Detective. To cope with the problem, some railroads have instituted positive check-out procedures. Crew members are required to open the lid, look inside, then report back by telephone. The wisdom of this course is proven by the many reports of visually approved boxes that burst into flame when opened. ■

Seven Hot Boxes on Three Tank Cars are Arrested by Servosafe® Detective*

Midnight. In the tower at the interlocking, Bill Randolph is just beginning his trick. Four minutes later, the SERVOSAFE® Hot Box Detective* System's recorder starts writing. That's the westbound freight, BR-1, Bill decides... picked up by the infrared trackside scanners, three miles up the line.

On the record chart, the pen is steadily making a double row of short "OK" pips. Suddenly, the long "hot box" mark... then another... then another.

Even before the pen jumps the third time, Bill is up... to set the board against BR-1.

Looking back at the record, Bill sees four more warning marks—all seven in the space of three cars, 56, 57 and 58 head.

Within minutes, BR-1 rolls past, already slowing down for the stop. Bill counts... cars 56, 57 and 58 are tankers! But he can't see any signs of trouble on his side. Could there really be *seven* hot boxes on those three cars? Only 18 months of experience with the Detective kept him from doubting. There had to be trouble!

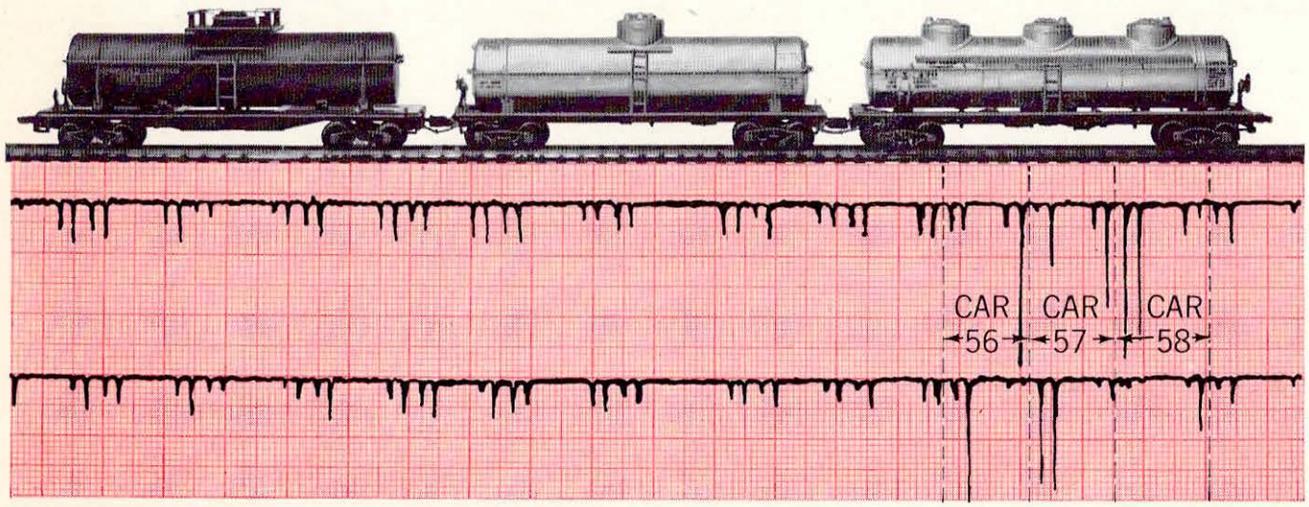
Three minutes later, when the phone rings, Bill speaks confidently. "Seven hot boxes on 3 cars," he tells the crewman. "56, 57 and 58 head cars, all tankers." He follows up with exact journal locations.

Later, Bill got the story. The three tankers were loaded with combustibles. Three boxes were blazing, three were smoking, the seventh showed nothing—but was red hot inside.

The SERVOSAFE Detective System kept BR-1 on the rails... and off the front pages of the next day's newspapers.

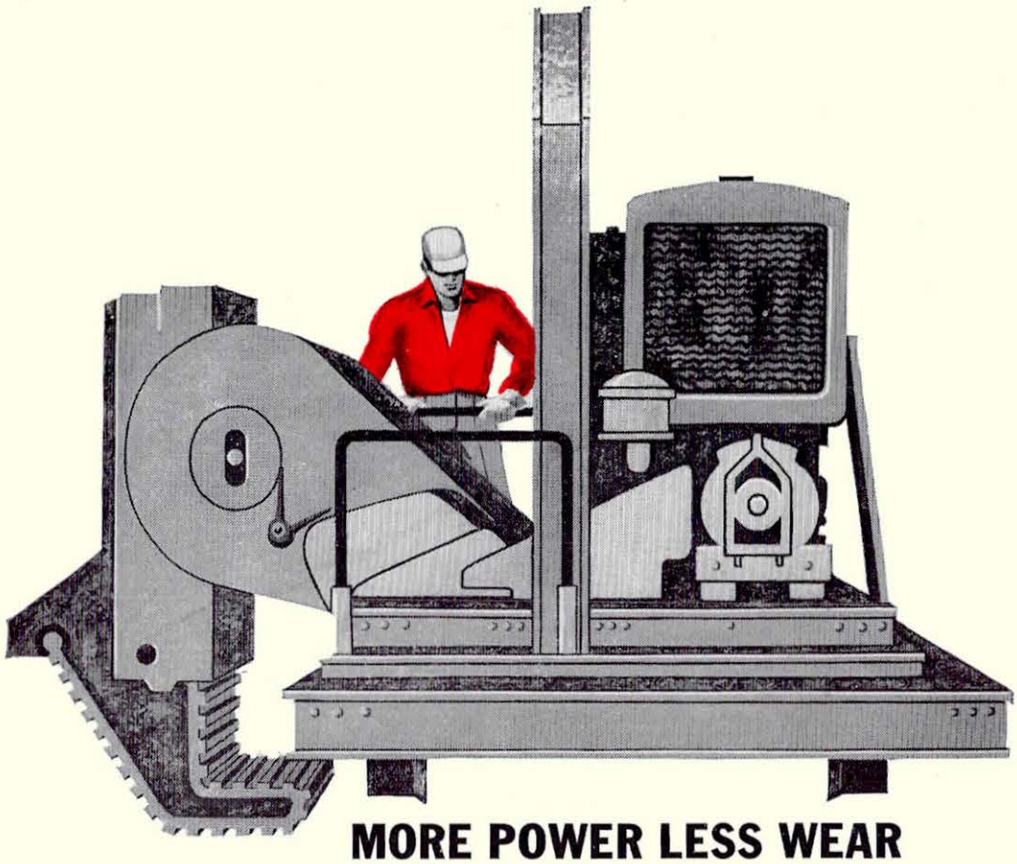
Round the clock, winter and summer, despite fog, rain or snow SERVOSAFE Detectives are automatically, dependably, tirelessly enabling 14 major railroads to attain faster freight movement in maximum safety.

Facts and figures that demonstrate the economies of the SERVOSAFE System are yours for the asking. ■



Actual recording of seven hot boxes on three tank cars as detected by SERVOSAFE Detective.

*U.S. & Foreign Patents Applied For



MORE POWER LESS WEAR

New Essolube HD offers outstanding detergency properties —plus improved oxidation stability and bearing corrosion resistance—for both gasoline and diesel maintenance-of-way equipment. This was proved in extensive laboratory and field tests prior to its introduction. Under *low*-temperature conditions, Essolube HD markedly reduced sludge deposits. And under *high*-temperature conditions, it reduced piston varnish and top ring deposits to a new low. ¶ Such outstanding all-temperature detergency keeps engines cleaner longer...increases power, reduces wear, lengthens time between overhauls and extends engine life. ¶ Because versatile Essolube HD...is ideally suited for almost all maintenance-of-way gasoline and diesel engines, savings can be shown on inventory and handling. ¶ For the full story on new Essolube HD, call your local Esso office or write:

Esso Standard Oil Company, Railroad Sales Division, 15 West 51st Street, New York 19, N. Y.

perfected by research . . . proved in performance

ESSOLUBE® HD

Esso

RAILROAD PRODUCTS

MARKET OUTLOOK *at a glance*

Carloadings Drop 0.9% Below Previous Week's

Loadings of revenue freight in the week ended Dec. 13 totaled 588,847 cars, the Association of American Railroads announced on Dec. 18. This was a decrease of 5,629 cars, or 0.9%, compared with the previous week; a decrease of 14,293 cars, or 2.4%, compared with the corresponding week last year; and a decrease of 127,805 cars, or 17.8%, compared with the equivalent 1956 week.

Loadings of revenue freight for the week ended Dec. 6 totaled 594,476 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, December 6

District	1958	1957	1956
Eastern	87,731	92,271	120,555
Allegheny	99,816	109,862	140,425
Pocahontas	52,674	53,953	65,595
Southern	116,606	116,741	134,512
Northwestern	65,654	68,767	91,257
Central Western	122,787	124,411	127,985
Southwestern	49,208	51,831	57,922
Total Western Districts	237,649	245,009	277,164
Total All Roads	594,476	617,836	738,251
Commodities:			
Grain and grain products	52,275	59,650	52,941
Livestock	5,365	6,364	7,622
Coal	122,812	125,944	148,717
Coke	8,786	8,952	13,477
Forest Products	38,014	37,515	42,333
Ore	14,831	18,028	40,326
Merchandise l.c.l.	42,669	47,156	56,130
Miscellaneous	309,724	314,227	376,705
December 6	594,476	617,836	738,251
November 29	539,191	553,722	752,176
November 22	619,350	632,763	650,620
November 15	643,795	647,297	763,898
November 8	658,086	675,579	772,850
Cumulative total, 49 weeks	28,614,782	33,897,096	35,942,206

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended Dec. 6 totaled 6,410 cars, compared with 4,688 for the corresponding 1957 week. Loadings for 1958 up to Dec. 6 totaled 260,180 cars, compared with 237,254 for the corresponding period of 1957.

IN CANADA.—Carloadings for the nine-day period ended November 30 totaled 84,833 cars, compared with 76,272 cars for the previous seven-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada:		
November 30, 1958	84,833	34,345
November 30, 1957	95,376	36,682
Cumulative Totals:		
November 30, 1958	3,491,112	1,292,571
November 30, 1957	3,762,043	1,503,049

New Equipment

FREIGHT-TRAIN CARS

► *Atlantic Coast Line.*—Will build 200 open-top wood chip hopper cars in its Waycross, Ga., shops. The cars will be more than 15 ft high, 50 ft long, and have a capacity of 5,400 cu ft—about twice that of conventional hopper cars. Production will begin in January at a rate of 20 to 25 cars per month.

► *Canadian National.*—Increased an order for 40-ton longitudinal hoppers to 32 units, from 20 previously announced (RA, Oct. 6, p. 35). Canadian Car Co. will build the cars. Delivery will begin in February.

► *Chicago & North Western.*—Will upgrade nearly 8,000 freight cars at its Clinton, Iowa, shops in 1959 at a cost of $9,000,000. Shop will be operated at full capacity with production averaging 31 cars daily.

► *Delaware & Hudson.*—Has ordered 10 new cabooses at a cost of approximately $25,000 each. The all-steel cabooses will contain electric lights, automatic refrigeration, running water, etc.

► *Louisville & Nashville.*—Authorized installation of DF equipment in 200 40-ft box cars.

► *Rock Island.*—Placed orders for 600 box cars at a total expenditure of about $5,355,000. American Car & Foundry Division of ACF Industries will build 500 50-ton 40-ft, 6-in. units, 100 of which will be equipped with DF loaders. General American will build 100 50-ton 50-ft, 1-in. insulated box cars, also equipped with DF loaders. Delivery is scheduled for March 1959.

► *Soo Line.*—Company shops at North Fond Du Lac, Minn., will build 100 box cars, 50 gondola cars, 25 flatcars and 25 covered hopper cars during 1959. Cost will be about $1,700,000.

► *Union Pacific.*—Doubled a previous order for 85-ft piggyback flatcars (RA, Oct. 6, p. 35). Order now stands at 200 cars, costing about $3,000,000. American Car & Foundry Division, ACF Industries, Inc., and Pullman-Standard Car Manufacturing Co. will each build 100 cars. Deliveries are scheduled for first quarter 1959.

► *Union Tank Car.*—Ordered an additional 57 ICC Class 105A200ALW tank cars from its Whiting, Ind., shops. With 42 cars previously announced (RA, Oct. 27, p. 79), the order now totals 99 units. Delivery is scheduled for December through March.

LOCOMOTIVES

► *Brazil RR Orders 30 Diesels.*—Parana—Santa Catarina Railway of Brazil has ordered 30 1,200-hp U12B diesel-electrics from the International General Electric Co. Delivery of the locomotives, manufactured by the Locomotive and Car Equipment Department of GE, is to be completed this month.

► *Duluth, Missabe & Iron Range.*—Ordered 16 1,750-hp SD 9 locomotives from Electro-Motive Division of General Motors and six 2,400-hp DL 600B switchers from Alco Products.

Are the railroads doing anything to improve freight interchanges?

On the Rock Island, Yes

to quote J. B. Buffalo, Chicago Division Superintendent

"A criticism often aimed at railroads," says Mr. Buffalo, "is that delays in switching from one line to another frequently nullify any claims the railroads make of fast, on-time performance.

"Let me set the record straight about the Rock Island. We're doing all we can to avoid delays of this kind by providing *direct interchange* with other lines at key points.

"On the Chicago Division, for instance, we can advance shippers' freight up to 500 miles by providing direct interchanges with the B&O, NYC, Wabash, C&EI, C&O (PM Dist.), CSS&SB, Erie, Monon, NKP, PRR, B&OCT, GTW, IHB, EJ&E, GM&O, and MC. We certainly urge shippers to take advantage of these direct interchange facilities and save themselves a substantial amount of priceless shipping time."

The Chicago Division, moreover, is not the only one offering direct interchange facilities. Here are other principal junctions where the Rock Island connects directly with other railroads:

Alexandria, La.—L&A, MoP, T&NO and T&P

Amarillo, Texas—Santa Fe and FW&D

Dallas, Texas—FW&D, GC&SF, L&A, MKTofT, Frisco, StLSW, T&NO, and T&P

Denver, Colo.—D&RGW, C&S, and Santa Fe through joint CRI&P-D&RGW North Yard

Pullman, Colo.—Direct with UP at Pullman Junction (Denver), Colo.

Eunice, La.—MoP and T&NO

Fort Worth, Texas—FW&D, GC&SF, MoP, MKTofT, StLSW, T&NO, T&P, and Frisco

Kansas City, Mo.—Santa Fe, CB&Q, CGW, CMStP&P, GM&O, KCS, MKT, MoP, KCT Ry., Frisco, UP, and Wabash

Memphis, Tenn.—IC, L&N, Frisco, and Sou Ry.

Omaha, Nebr.—C&NW, CB&Q, CGW, CMStP&P, CStPM&O, IC, MoP, SOT Ry., UP, and Wabash

Tucumcari, N. M.—Southern Pacific

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High Court Curbs Frisco Trucks

Supreme Court upholds ICC plan that ties Frisco truck service to rail service on four routes totaling 284 miles. Justice Whittaker dissents.

The U. S. Supreme Court has upheld the ICC's plan for driving the Frisco Transportation Company out of the "all motor" business on truck routes totaling some 284 miles between points in territory served by its parent railroad, the St. Louis-San Francisco.

Four routes are involved. Frisco has conducted unrestricted operations over them for many years. The Commission was taken to court after it amended the involved certificates to add conditions designed to insure that the trucking operations became auxiliary to Frisco rail service. This action was based on a finding which held that the unconditional certificates were issued "inadvertently."

Frisco acquired the routes from independent truckers. Commission reports approving the acquisitions said that Frisco operation of the acquired routes would be subject to such limitations or restrictions "as the Commission may hereafter find it necessary to impose in order that the (trucking) service shall be auxiliary or supplemental to the train service . . ."

None of the certificates, however, contained any such reservation of power to impose conditions. The "inadvertently issued" finding was supported by the Commission with an explanation of its procedures for issuing certificates. They are made out on prepared forms by employees who have "no discretionary authority." Under such a set-up, the Commission argued, the certificates could not authorize operations any greater than those authorized in the reports.

Frisco contended that the Commission's real purpose was to bring its certificates into line with a new policy. That position was upheld by the special three-judge court to which Frisco took the case. It was taken to the Supreme Court by appellants which included the Commission, American Trucking Associations, and the Railway Labor Executives' Association.

The Supreme Court, in its opinion by Chief Justice Warren, found several reasons for concluding that the Commission's position was "well supported." Among them was failure to turn up anything in the record to indicate that the Commission or any commissioner instructed the staff to issue unrestricted certificates. The court said, "This factor militates strongly in favor of the Commission's conclusion that the reservations inadvertently were omitted, particularly when it would have been improper for the Commission to change its decision without notice to the protestants who had appeared before the hearing examiner in opposition at the original finance proceedings and had taken exception to at least one of the purchases."

It was a 7-to-1 decision, with Justice Whittaker dissenting and Justice Stewart taking no part. Justice Whittaker would have affirmed the judgment of the lower court because he thought the evidence did not support the Commission.

C&NW Commuters: 'A Rough Go'

C&NW Chairman Ben W. Heineman, a national news weekly declared recently, may be just about the last friend the poor commuter has left. Simultaneous with the magazine's praise came Chicago newspaper headlines creating a general commuter-inspired impression that "if this is friendship, let's be thankful he isn't our enemy."

Actually, C&NW commuters have had a fairly rough go since the road put a new suburban program into effect—and revised schedules at the same time—on Dec. 1. The North Western's difficulties probably weren't much greater than those experienced by other Chicago roads during the snowy, sub-zero days that followed. But C&NW commuters had something more tangible than the weather to blame—C&NW and Chairman Heineman. The clamor finally stirred queries from the Illinois Commerce Commission, which had approved the road's fare-boosting, station-closing, ticket-revising program.

And Ben Heineman, pictured in the news weekly's profile as the man with the answer to the nation's commuter problem, had an explanation to make. The resulting six-page letter to the commission pinpointed the causes for C&NW's difficulties —and at the same time left no doubt that North Western retains its confidence in the new suburban program. (It should also be pointed out that Chairman Heineman has never held himself out as a Moses leading the railroads out of the commuter wilderness. As well as anyone, he realizes that the North Western's problems are not necessarily those of the Lackawanna, that the North Western's program is not necessarily the program for the New Haven. Time and again, his references to railroad problems begin: "Speaking for the North Western . . . ")

At any rate, Mr. Heineman submitted his explanation, touching mainly on complaints of lateness, overcrowding, poor heating of cars and schedule mixups. He conceded that C&NW may have been unwise in changing schedules at the same time the provisions of the Commission order were put into effect. But, he added, all schedules are under review and new timecards, reflecting revisions, will be issued by the end of the month.

As for the other troubles, these were contributing factors:

- Extreme weather conditions—Passengers huddle in stations, board trains slowly because of treacherous footing. Delays mount up.
- Human error—A key Wisconsin Division train's locomotive wasn't fueled for its inbound run. It stalled, blocked following trains.
- Mechanical difficulties—Weather interfered with proper functioning of signals, interlocking plants, locomotives, cars. An air compressor on a commuter engine disintegrated. Normal inspection practice couldn't have caught the incipient failure.

North Western, however, still believes it's on the right track. Maximum improvements must wait until next fall, when 36 new gallery cars are delivered. But, Mr. Heineman concluded, "until then our efforts will be devoted continuingly first to passing through a difficult period of transition as quickly as possible and then to improving our operations to the highest standards that can be achieved with the facilities at hand."

Basic Requirements Set For Car Journal Lubricators

Proposed specifications for car journal lubricating devices, including requirements for conditional and full AAR approval, are contained in a special letter ballot circular to member roads issued by the AAR Mechanical Division Dec. 8. The ballot will close at noon Jan. 8, 1959.

Information regarding the amount of oil which should be retained within the lubricator itself for an adequate rate of delivery to the journal has been omitted from Par. (b) of Section 8 for the time being. These requirements are under investigation by the AAR Research Department and it is expected they will soon be available. If the letter ballot is approved, the specifications will not become retroactive, according to the Committee on Lubrication of Cars and Locomotives. Present lubricating devices now in service will be permitted to continue in operation during their normal service life.

People in the News

Rudolph H. Beeder
Santa Fe

Walter G. Harris
T & P

CANADIAN PACIFIC EXPRESS.—**W. F. H. Polley,** assistant to president and general manager, Toronto, Ont., appointed assistant general manager there.

CHICAGO & NORTH WESTERN.—**Arthur G. Gutgsell** appointed associate traffic manager—Eastern region, New York. **E. D. Poulson** named general agent, passenger sales office, Chicago.

Robert T. Seibert named general agent, in charge of a newly opened sales and service office, Memphis.

NEW YORK CENTRAL.—**J. H. Hildenbiddle, Jr.,** appointed director of industrial engineering, New York. **F. C. Hatch,** road foreman, Eastern district, Boston, appointed trainmaster, Boston & Albany division at that point.

PITTSBURGH & LAKE ERIE—LAKE ERIE & EASTERN.—**Charles E. LeSuer** appointed general storekeeper, McKees Rocks, Pa., succeeding **Lloyd Sutherland,** who retired Nov. 30.

SANTA FE.—**Rudolph H. Beeder,** assistant chief engineer, Chicago, appointed chief engineer there, to succeed **Thomas A. Blair,** who retired Nov. 30 after 43 years' service.

SEABOARD.—**P. B. Leggett,** district freight agent, Orlando, Fla., appointed assistant general freight agent, Columbus, Ga., succeeding **T. F. Sharpless,** retired. **J. J. Naughton,** commercial agent, Jacksonville, Fla., succeeds Mr. Leggett.

SOO LINE.—**Frank L. Kobliska,** assistant superintendent, Ironwood, Mich., advanced to superintendent, Minneapolis & Duluth division, Superior, Wis., succeeding **Vern Elliott,** retired. **K. R. Bovee,** assistant superintendent, Minneapolis-Duluth division, appointed superintendent, Twin Cities terminals, with headquarters as before at Minneapolis. **M. F. Sandstrom,** trainmaster, Ironton, Minn., named assistant superintendent, Minneapolis-Duluth division, at that point. **J. P. Essen,** assistant trainmaster, Superior, Wis., promoted to trainmaster there. **T. A. Nolan,** trainmaster, Ironwood, Mich., succeeds Mr. Kobliska as assistant superintendent, Stevens Point division, Ironwood. Abolished former positions of Messrs. Bovee, Sandstrom, Essen and Nolan.

Kenneth H. Peterson, assistant traffic manager, Menasha, Wis., appointed assistant to general freight traffic manager, Chicago. **Elroy E. Widmer,** general agent, Minneapolis, named to succeed Mr. Peterson, and in turn is replaced by **Robert J. McCormick,** commercial agent, St. Paul. **Douglas T. Walen,** general agent, Cleveland, transferred to Chicago, to replace **J. W. O'Gara,** who retires Jan. 1. **Gordon A. Johnstone,** commercial agent, Peoria, Ill., succeeds Mr. Walen. **Harley T. Mitchell, Jr.,** general agent, Spokane, transferred to Portland, Ore., replacing **J. J. Pearce,** who retires Jan. 1. Mr. Mitchell's successor is **Henry W. Monson,** general agent, Minot, N. D. **John B. Benson,** general agent, Eau Claire, Wis., named assistant traffic manager, Minot, to succeed Mr. Monson. **Jerome C. Pedersen,** commercial agent, Grand Forks, N. D., replaces Mr. Benson.

ST. LOUIS & BELLEVILLE ELECTRIC.—The corporate name of this company, a wholly-owned subsidiary of Peabody Coal Company, has been changed to **Peabody Short Line Railroad.**

TEXAS & PACIFIC.—**Walter G. Harris,** general passenger agent, Dallas, Tex., appointed passenger traffic manager there, succeeding **William W. Fair,** retired. **Charles A. Roberts,** superintendent dining car service, Fort Worth, Tex., named to new position of assistant passenger traffic manager, Dallas. **William B. Battle,** assistant to passenger traffic manager, promoted to general passenger agent, succeeding Mr. Harris. **Richard W. Burford, Jr.,** assistant superintendent dining car service, Fort Worth, succeeds Mr. Roberts.

Effective Dec. 1, the purchasing department is located in Marshall, Tex., **Howard Crouse,** purchasing agent. **C. S. Crow** appointed manager of stores, Marshall. **L. J. Box** named assistant manager of stores, Marshall. Abolished positions of assistant purchasing agent, general storekeeper and assistant general storekeeper.

TIDEWATER SOUTHERN.—**Henry E. Stapp** named assistant superintendent, in addition to his duties as assistant superintendent, western division of **Western Pacific.**

WABASH.—**Henry G. Williams** appointed general storekeeper, Decatur, Ill., to succeed **Clyde L. Wakeman,** retired.

Supply Trade

Hugh D. Barnes, supervisor of field promotion, appointed assistant vice president of the **Portland Cement Association. Anthony G. Sabato,** assistant auditor, named auditor. **Warren G. Burres** has been appointed district engineer, Los Angeles, succeeding **John M. McNerney,** appointed manager, western regional office. **Walter E. Kunze, Jr.,** assistant manager of the PCA structural and railways bureau, succeeds Mr. Burres as manager of personnel training.

John Pope is now representing the **Socony Paint Products Company** among the southern and southeastern railroads.

Carlisle R. Slater, general superintendent, has been promoted to manager of the Melrose Park (Ill.) works of **National Malleable & Steel Castings Company.**

Lee P. Thomas, vice president, **Peerless Equipment Division** of **Poor & Company,** has been appointed president, succeeding the late **Norman T. Olsen.**

Richard P. Connette has been elected assistant secretary of **Standard Railway Equipment Manufacturing Company,** Chicago. Mr. Connette formerly was assistant vice president of manufacturing, American Car & Foundry Division, ACF Industries, Inc., New York.

R. P. Underwood

C. J. Moore

R. P. Underwood has been named vice president and general manager of the **Matisa Equipment Corporation.** Mr. Underwood was formerly general sales manager.

C. J. Moore, sales manager, has been appointed to the newly created position of general sales and marketing manager of **Exide Industrial Division, Electric Storage Battery Company.**

Industrial Traffic

George P. Shuler, general traffic manager for **Oscar Mayer & Co.,** has been appointed to the Transportation Research Advisory Committee of the U. S. Department of Agriculture for a two-year period.

Ralph B. Harlan, director of traffic and packaging for Paddock of California, has been appointed director of freight traffic for the **California Manufacturers Association.**

David Ross has been named assistant vice-president—general traffic manager of **General Cable Corporation,** New York.

C. A. Harper, traffic manager of the **Gair Company Canada Ltd.,** Toronto, retired Nov. 1.

James E. Brennan, rate clerk, has been promoted to traffic supervisor at the Cleveland works of **Jones & Laughlin Steel Corporation.**

Blanton P. Bergen has been appointed assistant traffic manager and **Francis J. Dowd** has been named assistant to traffic manager of the **American Sugar Refining Company,** New York.

Swift & Company has appointed three assistant general traffic managers. They are: **J. A. Griffin,** in charge of railroad rates; **H. P. Simpson,** in charge of general services and transportation research; and **E. H. Wirtz,** in charge of for-hire motor carrier transportation.

Elmer H. Olson has been appointed assistant traffic manager of the **General Portland Cement Company,** Chicago. **George B. Peck** has been named traffic manager, Signal Mountain division, Chattanooga, Tenn.

The General Traffic Department of the **Borden Company** has ceased to handle details of operational transportation matters and now functions as a staff group advising all divisions and shaping general transportation policy. **C. S. Decker,** manager, and **R. N. Rear,** assistant manager, continue to head the department.

Arthur J. Kroencke, traffic manager, **Bucyrus-Erie Company,** South Milwaukee, Wis., retired Dec. 15.

Neal Van Kirk has been named general traffic manager of **Commercial Solvents Corporation** at New York. Mr. Van Kirk was formerly associated with Darling & Company, Chicago.

Geofrey B. Fink, assistant traffic manager of the **Dow Chemical Company,** has been appointed traffic manager, Western division, at Pittsburg, Cal.

Norman Moore, traffic manager, **Cockshutt Farm Equipment Limited,** will henceforth devote his time to the company's public relations and sales promotion program. **Ross Dickinson** has assumed responsibility for the functions of the traffic department.

John Mackowiak has been transferred to the corporate traffic department of **National Can Corporation** and **Anthony Biancofiori** has succeeded him in the Colorware Division traffic department.

W. G. Van Dame has been appointed traffic agent for the barium chemicals plant which is operated by **Columbia-Southern Chemical Corporation** at South Charleston, W. Va. Mr. Van Dame was formerly assistant in the traffic department of the corporation's chemical producing plant at Natrium, W. Va.

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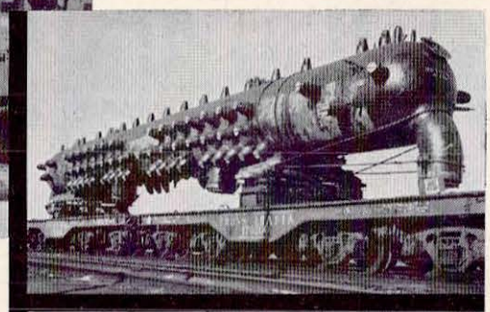

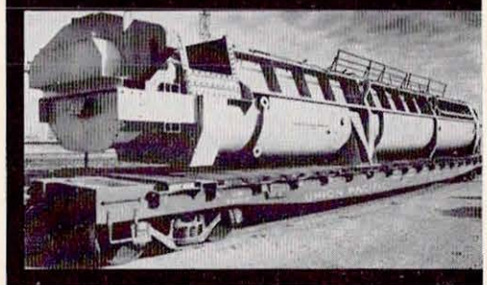

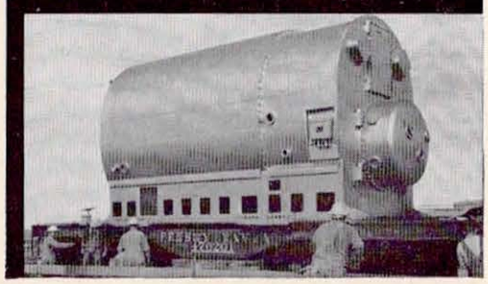

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You Ought To Know...

Featherbedding issues have been raised by protestants to a New York Central train-abandonment proposal. Twelve women commuters using trains between Pittsfield, Mass., and Albany, N. Y., which the road proposes to drop, have joined in a protest to the ICC. The protest alleges that running times of the trains total only 2 hours, 37 minutes per day, and crew wages charged against them average $12.20 per man hour. It calls that accounting unfair, and goes on to say that, if NYC is spending "vast sums of money annually for 'featherbedding,'" such costs "should be allocated to general overhead and clearly indicated and subject to public scrutiny and public opinion."

An ORT court action has prevented C&NW's Minnesota central agency plan (involving 106 stations) from being put into effect (RA, Nov. 24, p. 6). The union appealed the state commission's decision to a state court. C&NW then removed the case to federal court. Last week the federal judge had stayed the commission's order while he determined proper jurisdiction.

Private enterprise "has been, and still can be, a powerfully effective instrument in the promotion of public welfare," CPR President N. R. Crump told the Toronto Railway Club. He said the CPR (largest private enterprise rail system outside the U.S.) over the last five years "has provided $15,000,000 annually to service sterling debt and to pay dividends on its capital stock [66 per cent] held in Britain and other Commonwealth countries."

Two more shippers boards have come up with optimistic carloadings forecasts for the first quarter 1959. The Great Lakes board predicts a 10 per cent overall increase; the Trans-Missouri-Kansas shippers board is looking for a 5.1 per cent boost. Earlier, the Ohio Valley board had forecast a 5.3 per cent upturn (RA, Dec. 8, p. 7).

Some 900 furloughed workers have been recalled at the Altoona, Pa., repair shops of the Pennsylvania. About 400 went back to the heavy locomotive shops and around 500 to the car repair shops. But the Pennsy emphasizes that "this does not mean any substantial resumption of maintenance . . ." The Pennsy says that the latest recall will bring the locomotive works up to its pre-closure employment.

Northern Pacific's oil and gas business continues to prosper. Gross revenues for 1958 will be about $7,100,000, compared to $6,000,000 last year. And three newly discovered oil wells in Montana are expected to give an added boost to oil production on NP land.

MoPac and T&P have abandoned merger plans—but they intend to file a consolidated federal income tax return for 1958. The move will relieve MoPac from payment of tax on its dividends from T&P, will save the parent road about $250,000. MoPac's continued purchase of T&P stock (the bigger road now holds more than 80 per cent of T&P voting stock) made the consolidated return possible under present tax law.

How to win traffic: In an all-out "traffic getting campaign," Atlantic Coast Line's 14,000 employees made over 76,000 calls during a recent six-week period. Result: ACL President W. T. Rice feels that "a large part" of a 6.7 per cent increase in November passenger business (as compared with a year ago) was attributable to the campaign. ACL's Rice thinks there'll always be a place for rail passenger business but "the railroads will have to get out and fight for it."

Medals of Honor were presented by ICC Chairman Howard G. Freas last week to Hubert F. Poole, a switchman for the Birmingham Belt Railroad, and Lee Roy Hodges, an assistant signal maintainer for the Atlantic Coast Line. Both were cited for risking their own lives to save others.

Intercity freight tonnage moved by truck during the first 10 months of 1958 was down 3.3 per cent from the corresponding 1957 period. October 1958 tonnage was 3.2 per cent above the level for October 1957 and 11.3 per cent above the total for September 1958.

Chicago, Aurora & Elgin, out of the passenger business completely (aside from special trips) for a year and a half, still hopes to haul commuters again. Latest proposal: to merge CA&E with another type of company and create a new corporation to own both companies and thus take advantage of tax benefits on CA&E's $2,000,000 in losses over the past four years. Income of the second company thus retained would be plowed back into improvements. The deal could strengthen the non-railroad firm at the same time it improved CA&E's chance for survival.

Four California railroads are paying county taxes under protest. Their reasoning has a familiar ring—public utility property, they charge, is assessed at a higher percentage of market value than is other private property. Railroads in Kansas (KCS and MoPac) recently won a preliminary victory in a court case involving similar circumstances (RA, Nov. 17, p. 10).

German parcel post no longer is a serious rival of German rail express. Under a new formula outlined last week by Joachim Wenzel, North American representative of the German Federal Railroad, "the tariff for express shipments up to 22 lb is higher than the charge for parcel post up to 22 lb, and on shipments of more than 22 lb the postal rate is higher than express charge . . . That way, each carrier will handle shipments according to its facilities."

Servo Corp. of America will construct a new $1.5 million plant in Hicksville, Long Island. The 120,000 sq ft building will house research, development, manufacturing and administrative offices of Servo, now spread out in six plants. A manufacturer of infrared hot box detectors, Servo expects to move into the new plant by August 1959.

A polite, but firm "no" is being given by the railroads to a shipper proposal to establish a reporting system on car detention by the railroads. The system would parallel the survey compiled by the AAR covering detention by industry. But, a railroad officer told the T-M-K shippers board, "through supervisory officers at all levels, the railroads feel every effort is being made to prevent unnecessary delays to cars . . ."

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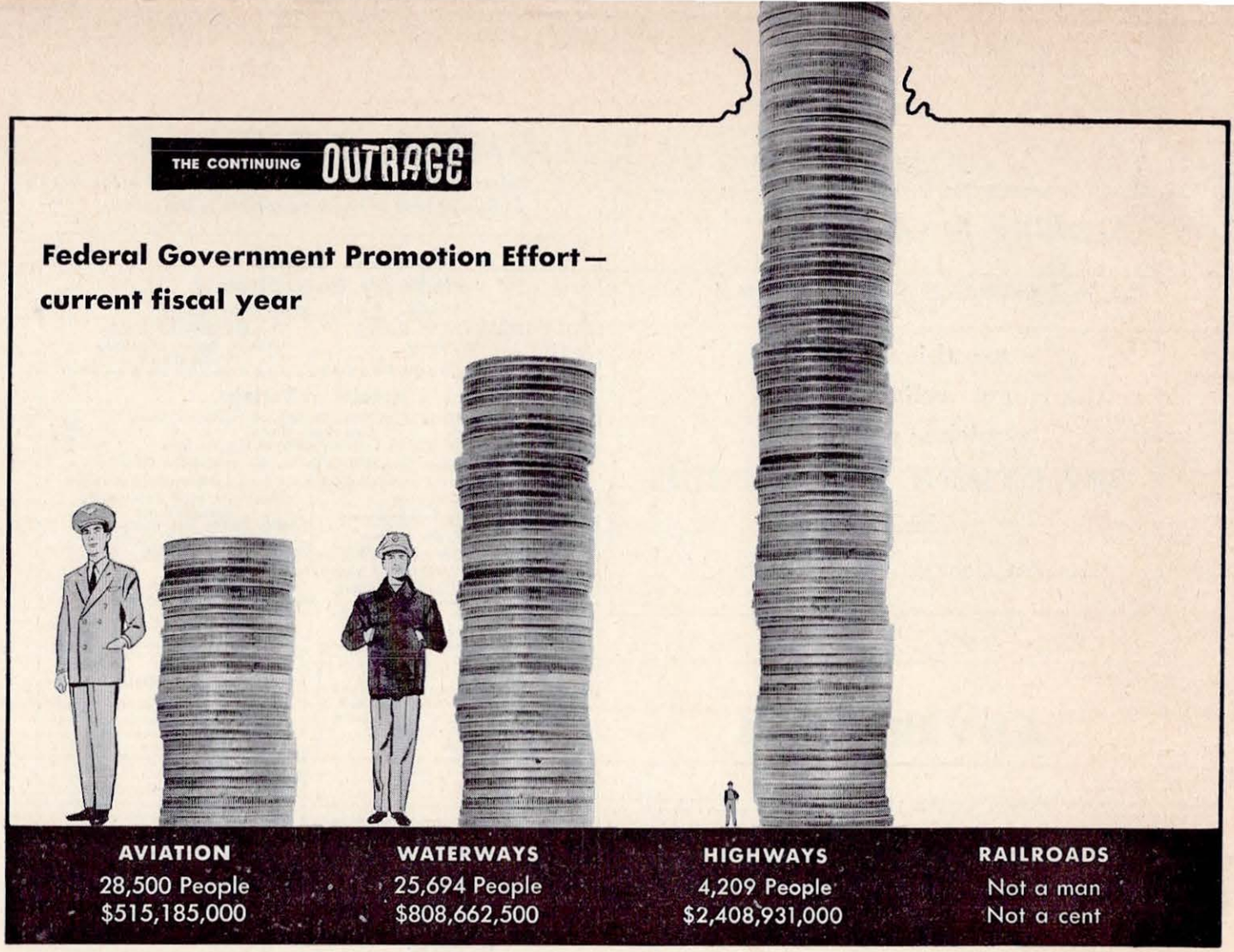


Loading the Dice With Men and Money

The diagram above portrays the basic cause of the railroads' competitive difficulties. It also points to the obvious means for correcting them. The federal government is engaged in large-scale promotional activities in behalf of air, inland waterway and highway transportation. Over a period of years, this federal promotional effort has been spectacularly successful in increasing the size and prosperity of the three kinds of transportation thus assisted. State and local governments have, likewise, engaged in promoting them.

At no level of government—federal, state or local—is anything whatever being done to promote the development, improvement and growth of railroad service. This is the principal reason why other forms of transportation are thriving and growing, while most railroads are not.

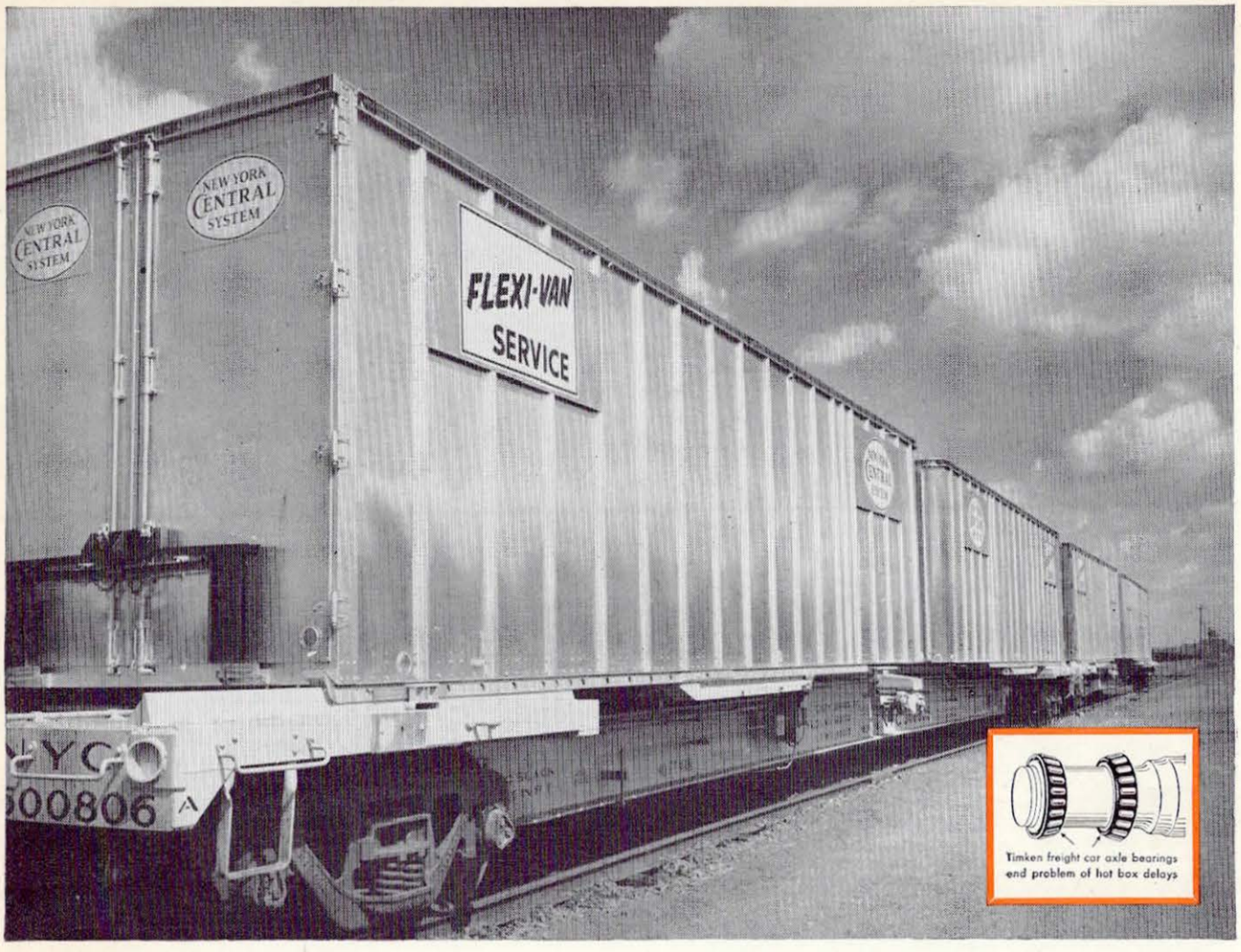
The figures shown for the average number of employees on the federal payroll—and current appropriations, to promote and develop air, waterway and highway transportation—are estimates by Dr. Burton Behling—AAR economist, who is as well informed on comparative transportation performance as anyone in the country. The federal employees shown in the waterways category include those engaged in flood control, as well as waterways. The figures do not, however, include employees of contractors who are doing federal work on transportation facilities. Hence the totals greatly understate, rather than overstate, the number of people the federal government is employing to advance the interests of inland transportation, other than that by rail.

For almost a decade a proposal that the federal government should establish a department of transportation, headed by a member of the President's cabinet, has been under discussion. The department would assess all forms of transportation from the standpoint of the national interest, and not promote one or more forms in disregard of the others. Such a department is surely needed—to correct the lop-sided and anti-railroad shape of current transportation development in the United States.

If such a department of transportation is not speedily established, then, at the very least, there should be formed a railroad bureau in the Department of Commerce—manned by people who are just as enthusiastic for railroad progress, as the Army Engineers are for waterways and the Bureau of Public Roads is for highways.

The federal government, as things are now, is not even concerning itself with protecting its own minimal requirements for railroad transportation in the event of a defense emergency. The Defense Department has "stockpiled" some 1,200 sleeping cars for troop movement. In the event of war it would need six times that number for troop movement alone—to say nothing of civilian travel needs.

Government is in many ways acting to bring about a reduction in railroad capacity and service. This policy is improvident, and suicidal from a defense standpoint. There's not likely to be a change until people in government are assigned to the job of changing it.



New York Central picks "Roller Freight" for Flexi-Van cars

ONE hundred of the new-design flat cars ordered by the New York Central for Flexi-Van service will be "Roller Freight"—freight cars on Timken® tapered roller bearings. The Central is one of 71 railroads and other freight car users going "Roller Freight" to make shipper service more dependable than ever. These 100 specially designed Flexi-Van flat cars are an integral part of this revolutionary innovation in rail-highway transportation.

"Roller Freight" benefits shippers because Timken bearings end the hot box problem—the No. 1 cause of freight train delays. Timken bearings *roll* the load instead of sliding it as friction bearings do. Shipments will reach destinations faster and in better condition.

And Timken bearings cut delays in another important way. They reduce terminal bearing inspection time by 90%. Shipments move in and out of terminals faster. What's more, Timken bearings reduce starting resistance 88%, make possible jolt-free starts—reducing damage to lading.

With the New York Central order, there are now over 26,000 "Roller Freight" cars in service or on order. And more than 17,000 of these cars are in interchange service—that's over two-thirds of all "Roller Freight"!

Month by month, more railroads switch more cars to "Roller Freight". And as they switch, they will end the hot box problem everywhere. Railroad shipping will be faster, more dependable, better than ever before. All America will benefit. The Timken Roller Bearing Company, Canton 6, Ohio. Canadian plant: St. Thomas, Ontario. Cable: "TIMROSCO".

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NEW SEARCHLIGHT SIGNAL

GRS Type SD

The GRS Type SD searchlight signal projects three color aspects through a single lens system. It combines the service-proved optical efficiency of the searchlight principle with a completely new, simple, and rugged color-changing mechanism.

TRACTIVE-ARMATURE MOVEMENT

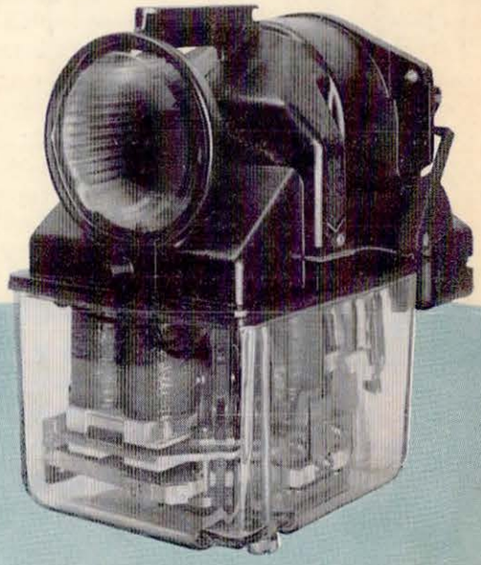
The spectacle which carries the beam-color disks is positioned by tractive armatures similar to those used in relays. Circuit-checking contacts are operated by the same armatures.

BIASED-NEUTRAL OPERATION

The relay-type structures used in the signal movement embody the same design principles as the time-tested GRS biased-neutral relay.

INTERCHANGEABLE

The Type SD mechanism can be used as a *direct replacement* for the GRS Type SA searchlight signal—uses the same circuits, same lenses, same housings.



Quickly and easily removable from the signal housing, the Type SD Signal operating mechanism plug couples to external wiring.

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